



THE CHEMIST AND DRUGGIST

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FEBRUARY 21, 1914.

{ Subscription, 10s. per annum, including Diary.
Free the World over. Single Copies, 6d. each.
Winter and Summer Issues, 1s. each. Post Free.

EYANS

FOR

Drugs, Galenicals, Chemicals, Bacteriological Preparations, &c.

IVANS SONS LESCHER & WEBB Ltd.,
LIVERPOOL LONDON AND NEW YORK.

THE SAFEST & MOST POPULAR REMEDY FOR

DYSPEPSIA, GASTRIC INFLAMMATION

&c.

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EXTRA LIGHT, REMAINING INDEFINITELY IN SUSPENSION WITHOUT THE
OBJECTIONABLE ADDITION OF MUCILAGE.

PERFECTLY FREE FROM METALLIC IMPURITIES, THEREFORE HARMLESS EVEN
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or from the Manufacturers:

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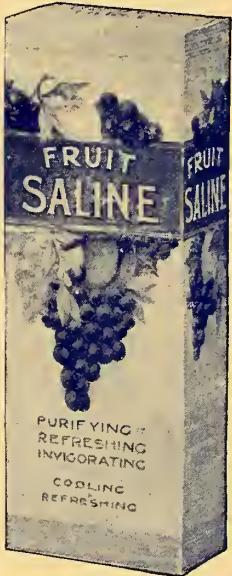
May, Roberts' Traveller

No. 4023 CITY.

FEBRUARY 21, 1914.

LONDON & DUBLIN

SHOWROOM CHAT No. 2.



TOO EARLY TO THINK OF SALINES YET?

Hardly, Sir! We were passing designs and making contracts for new packings for this coming season six months ago. Whether you sell by wholesale or retail the first in the field gets the pick of the trade.

HAVE YOU SEEN OUR NEW "STYLE D" FRUIT SALINE?

It is the most artistic packing we have yet issued. We think time and trouble well repaid when we can turn out an article like this

It took a clever artist, a skilful printer, and eight colours to produce that label and carton, and we have had even the capsule specially made so that it should fit in with the colour scheme.

WHAT ABOUT THE QUALITY OF THE SALINE?

Well, we pack it in two grades to suit different classes of trade, and they are both equally good value.

PERHAPS YOU WOULD LIKE TO TEST THEM YOURSELF?

One moment while I send for a couple of tumblers of water.

YOUR NAME AND ADDRESS?

Yes! On both label and carton for orders of two dozen and upwards.

REDUCTION ON QUANTITY?

Yes! Sixpence per dozen less on the first quality and fourpence per dozen less on the second quality for orders for six dozen and upwards.

DELIVERY?

Well, we dispatch 90% of our orders same day as received, so that we think we can safely promise that they will be sent off to-night.

May we send YOU Samples and Prices?

HEALTH SALT?

Yes! It's a new Lever L.T. with patent inner flange a to guard against damp, and to the very large quantity tins which we can take at we are able to offer it at lower prices than was the formerly. As you see, it a brisk and lasting effervescence and is very palatable.

May we send YOU Samples and Prices?

LEMONADE CRYSTAL?

Another new packing? So! We're always improving our previous best, and always hope to be able to do so.

NEW PRICES, TOO?

Yes! lower ones!

May we send YOU Samples and Prices?



MAY, ROBERTS & CO. LTD.

7, 9 & 11 Clerkenwell Road
LONDON, E.C.

AND AT 16 WESTMORELAND STREET, DUBLIN.

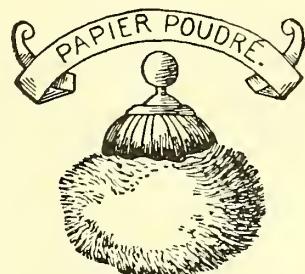
PAPIER POUDRÉ AND POPPÉA PREPARATIONS.

TRADE

MARKS



REGISTERED



PAPIER POUDRÉ

The All-British
Trade Marks.

PAPIER POUDRÉ LTD.,
23, Somerset Street, London, W.C.,
and in Paris.

BEWARE OF WORTHLESS IMITATIONS.

PAPIER POUDRÉ.

SIZE, 2 in. x 3 in., containing 90 leaves	...	...	...	...	...	...	...	3/9	per doz., as heretofore.
," 4 in. x 3 in.	do.	...	...	...	...	...	...	7/6	do.
SHAVING PADS	do.	...	...	...	...	...	...	3/9	do.
EAT 1/- MIRROR CASES, containing Pads of PAPIER POUDRÉ	...	...	...	...	...	...	...	7/6	do.
REFILLS to these MIRROR CASES	...	...	...	...	...	...	...	2/-	do.
SIZE, 2 in. x 3 in., containing 40 leaves (in limp covers)	...	...	...	...	...	...	...	2/-	do.
1/," (as above mentioned)	...	...	...	...	...	...	...	2/6	do.
TALL SIZE, doubled leaves, for purse or glove	...	...	...	...	...	...	...	2/-	do.

IN WHITE, ROSE, OR RACHEL TINTS.

The latest Novelty, "SUNBURN TINT."

3/9 per doz.

"POPPÉA" (Regd.) PREPARATIONS.

"POPPÉA" ROUGE, 6d. and 1/- size,
4/- and 8/- per doz. Pads.

"POPPÉA" ROUGE, with Mirror,
12/- per doz.

"POPPÉA" CIRCASSIAN CREAM, in Jars
and Tubes, 7/6 and 24/- per doz. Jars.

"POPPÉA" MASSOLINE SKIN FOOD, in
Jars and Tubes, 7/6 and 24/- per doz. Jars.

"POPPÉA" CREME POUDRÉ, in Bottles.
7/6 and 24/- per doz. Bottles.



PAPIER POUDRÉ, LTD., 23 Somerset St., LONDON, W.

"OWN NAME" OINTMENT TINS FOR PHARMACISTS.

Those who are not using these should read a few extracts out of a large number received from Chemists throughout the Country, the originals of which we hold. They speak for themselves; the sum and substance of these letters is that no Pharmacist can afford to be behind the times, and must adopt these tins if he wishes to be UP-TO-DATE. The Boxes are our "XLCR" registered shape, and instead of the inside at the bottom being square, they are shaped to the tip of the finger, so that all the Ointment can be extracted.

 *Extracts from a few of the letters received:*

LONDON.—It is self-evident that to have name of the chemist prominently and indelibly round a tin, advertises that Chemist every time the tin is taken up or set down, and what advertises him tends towards increasing his trading, as personality should always be a big factor in retail business.

WATFORD.—Very good Tins and a very good advertisement; should be adopted by all up-to-date Pharmacists.

LIMERICK.—We find the Tins are cleaner to handle than the Chip Boxes. They also admit of our putting up a larger stock, as our sale of Ointments is very large, and our customers appear to appreciate the Tins.

GODALMING.—Since using your Special Tins for Ointments my trade has considerably increased, in fact it bears no comparison to the time when I used Chip Boxes, also as an advertisement it is splendid; you can send me on another 30 gross when you like.

LONDON.—I most certainly think that the Tins are an advertisement and much better than the Chip Boxes, as the label in the case of the latter is liable to come off. I also find the public prefer the Tins, they look neater and smarter than the Chip Box, and are not so liable to get crushed; so from every point of view I should say they are far preferable to Chip Boxes.

BRISTOL.—We consider the Tins you supply very superior to the ordinary Chip Boxes, because the Ointment can be kept ready for sale without the boxes getting soaked with grease. We also think the public appreciate the Tins, and it is for this reason we use them.

BIRMINGHAM.—I have had your printed Tins for some years now, and consider them very valuable as an advertisement, and certainly far superior to Chip Boxes.

HASTINGS.—The Ointment Tins I have purchased from you now for several years I consider a very cheap form of a permanent advertisement, clean in use and doing away with the old Chip Boxes and the vexatious trouble of labels coming off. I am sure they have increased my trade considerably in spite of competition.

SOUTHEND-ON-SEA.—I have pleasure in telling you that the Tins I have from you periodically are very good in keeping our name constantly before old and new customers—more than pays for itself.



GUERNSEY.—*Re Ointment Tins.* We find them a great advantage over Chip Boxes, apart from the good advertisement the name and address on tins afford.

LONDON.—The Tins add to neatness of pack, and must appeal to customers, and the decorative style with prominence of name must be beneficial to seller.

LONDON.—The Ointment Boxes I have just had from you are printed better than ever, and give every satisfaction. The advertisement I have on them as well as the name and address answers extremely well, and I find the Ointments very much more saleable and satisfactory than when put in Chip Boxes; we shall always continue to use them.

DOVER.—I may say that I have found the printed Tins a very useful and general advertisement; moreover, the sale of 1d. Ointments has trebled since we started using the Tins.

BRISTOL.—The Ointment Tins must do a deal of good as a standing advertisement, besides being liked much better than the Chip Boxes on account of cleanliness and being able to use the Ointment to the last particle. In Chip Boxes the bottom comes out and the lid lost or broken. If I did not think that they were much superior in every way I should hardly pay the extra for the Tins.

BIRMINGHAM.—I like the Tins I had from you very much.

LONDON.—I find the Tins very satisfactory, and my customers appreciate them, etc.

WATERFORD.—We have always entertained the belief that Tin Boxes with our name on them act as an advertisement, and consequently justify the additional cost, as the former are particularly indestructible, as compared with Chip Boxes. The neat appearance and absence of greasiness on the outside or label during warm weather are considerable advantages.

HITCHIN.—The Tins appear to inspire confidence in the goods contained therein, and in itself an advertisement which would be hard to beat.

PAIGNTON.—We are quite pleased with the Tins and feel that such Tins must help to keep our name before the public, and we have a very considerable sale for these Tins.



Full particulars as to Samples, Prices, etc., on application.



SHIRLEY BROTHERS, LTD.,
WHITECROSS WORKS, LONDON, S.E.

EGG PRESERVING



→ TITLE PRINTED HERE.

→ NAME & ADDRESS PRINTED HERE.



TOMLINSON & HAYWARD, LIMITED, LINCOLN.

NOW is the time to send your orders or make contracts for supplies during the season. Properly packed Water Glass is a most satisfactory line to handle. No other firm of packers have given the attention to this article that we have, and 75% of the Chemists selling an Egg Preservative obtain their supplies from us. Safest packing. Own name on tin and bills. Prompt delivery. Favourable terms and satisfaction. :: :: Correspondence invited.

WE INVITE YOU

to drop us a line the
very next time you
require any

Printed Matter

We specialize in Chemists' Printing. Labels, Cartons, Circulars, Pamphlets, Illustrated Handbills—*Everything* in connection with Chemists' Trade. ::

Write us. Samples sent Free.

Full set of Samples sent to Colonies for 10/6.
which amount we credit on receipt of a £5 order.

* * *

HOMAS WAIDE & SONS

Chemists' Printers.

DARLINGTON STREET,
KIRKSTALL ROAD,
LEEDS.

The Quick-Selling Cough Remedy

Pinex

Unsold Bottles
are returnable
at any time.

TERMS—Advertised Price 2/9 per bottle. Minimum P.A.T.A.
Retail Price, 2/6 per bottle. Price to you, 2d. per doz.

THE PINEX CO., LTD.,
36-38 UPPER THAMES ST., LONDON, E.C.
Telegrams: "Pinaxine, Cent. London." Telephone: 2208 City.

ZAM-BUK SUPPOSITORIES

We have been repeatedly requested by the public to supply Zam-Buk in Suppository form for the special treatment of Hæmorrhoids (or Piles).

Zam-Buk Suppositories are now on the market, and can be obtained from your Wholesaler, or direct from C. E. Fulford, Ltd.



Facsimile of the Dainty Enamelled Box in which Zam-Buk Suppositories are put up.

ADVANTAGES OF ZAM-BUK SUPPOSITORIES.

1. Especially Valuable as a Direct Application for Internal Piles.
2. Antiseptic and Hygienic.
3. Extensively Advertised along with Zam-Buk.
4. Easier to manipulate than Suppositories of the old-fashioned shapes.

PRICES: 1/1 $\frac{1}{2}$ Size - 10/6 per Dozen (in Dozens).

1/1 $\frac{1}{2}$ Size - 10/- per Dozen (in Grosses).

Minimum Selling Price, 1/1.

Send your Inquiries
at once to the
Sole Manufacturers:

C. E. FULFORD, LTD.
CARLTON HILL - LEEDS.

ORDER A STOCK NOW!

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BRANCH OFFICES: MELBOURNE, SYDNEY, AND ADELAIDE, AUSTRALIA.

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Evans Sons Lescher & Webb, Ltd

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and Manfg. Co.
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ngr, J. G., & Son

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Is the ORIGINAL and ONLY GENUINE.

In bottles, 1/- and 2/3.

"Phospho-Muriate of Quinine Co."

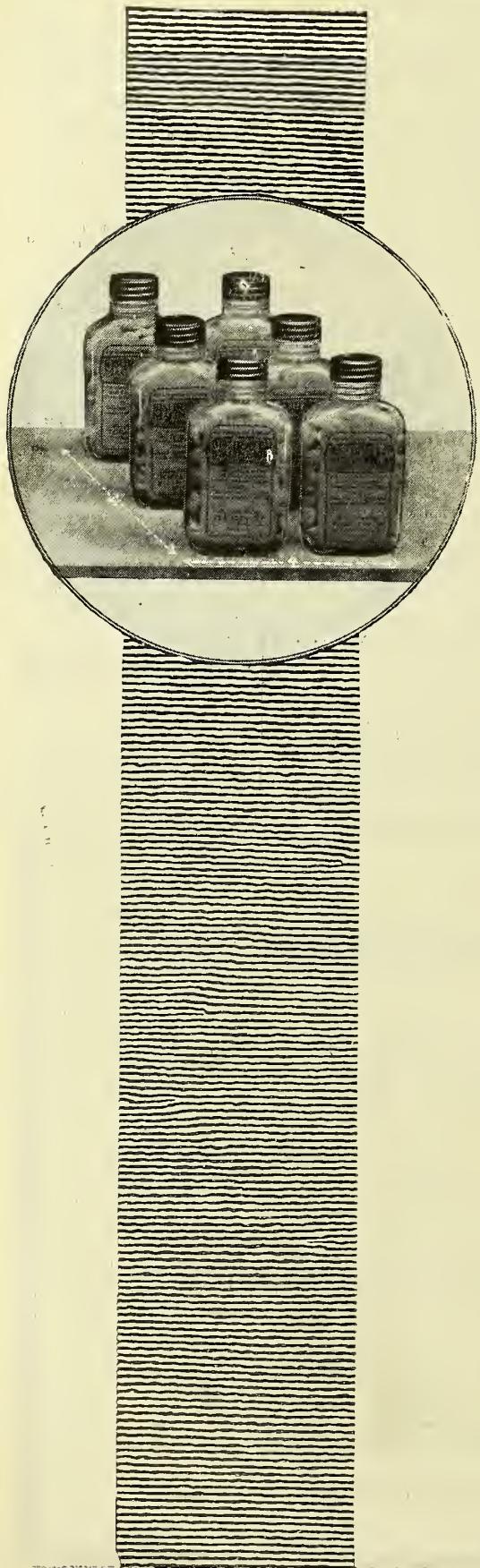
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In bottles, 4/6.

THE Charles H. Phillips Chemical Co.

14 HENRIETTA STREET, COVENT GARDEN, W.C.

Tel. No. : 2239 Central.



£6 : 10 : 0 Clear Profit

per annum for only a four-inch square of your shelves!

If every four-inch square of the shelves you have in your shop showed you a clear profit of 2/6 each week, just figure up the amount of money the entire shelf space of your shop would bring you in each year. The sum would be enormous, because a four-inch square alone would show you a clear profit of £6 10s. Od. Now wouldn't a line that you could sell at that rate of profit be well worth always keeping in stock?

Bisurated Magnesia Mint Flavoured Tablets

If you stock these tablets and even sell only one bottle a day (but they sell much faster than that) every four-inch square of your shelf space will be worth £6 10s. Od. per year to you. Bisurated Magnesia Mint Flavoured Tablets are so handy to carry about, so very convenient and pleasant to take, that, although they were only placed on the market a short while ago, the demand is doubling each week. There are two sizes containing 60 and 150 tablets respectively, and retailing at 1/1 and 2/1.

If you haven't a stock already, order half-a-dozen from your Wholesaler or direct from

Tokalon Limited
TOKALON HOUSE
212-214 Great Portland St., London, W.

S. MAW, SON & SONS

7 TO 12, ALDERSGATE ST.
LONDON, E.C.

Maw's

Page.

123.

FEB. 21, 1914.

PAREX" IN THE
VET. WORLD

NEW ENEMA PUMP.

If situated in stock-breeding centres, pharmacists should lose no opportunity in cultivating business among farmers and others who require veterinary requisites. There is a big trade waiting, and a stock of good quality instruments will speedily make permanent customers.

We have just introduced an improved Portable Brass Enema Syringe with so many "good points" that we have had no hesitation in naming it the "PAREX," our registered name for "Maw" perfection. All parts of this excellent Syringe are tinned inside. It is fitted with a new pattern drip cup, and each end unscrews for cleaning. The "PAREX" is fitted with 1 boxwood nozzle and 1 metal nozzle, both screwed on to the brass handle, and packed inside piston rod. No loose parts. 1 pint size 9/- each; 2 pint, 12/- each. Abortion pipes, with mounts to fit above, 1/- each.

TELEPHONE (4 LINES)
LONDON WALL 3230
TELEGRAMS & CABLES
'ELEVEN, LONDON'
CODE ABC (4th & 5th EDN)

NOTES
& NEWS

A good line is the "Invincible" Copper Footwarmer. Prices as follows: 5½ oz. 2/- each; 2 pint 3/6 each; 3½ pint 5/- each.

That record value in Marking Ink—Maw's No. 11—is now being further advertised by means of an attractive card sent out with all orders. Usual price, 3/9 and 5/6 per doz.

"Why not a corner for Pharmacists-Opticians?" was a suggestion made to us recently. In the next column we have pleasure in introducing it as a regular feature of "Maw's Page." Next, please!

OUR OPTICAL
CORNER

CONCERNING PRESCRIPTIONS.

We are in the happy position of controlling one of the best equipped Prescription Services in London—and we want your work. We want it because we conscientiously believe that we can give you more satisfaction than you are getting at present, at competitive prices. **THE BEST WORK** We have organised our Optical Department on modern lines to meet modern requirements. We appreciate the fact that *promptitude* is an essential to successful business. A customer who is kept waiting suffers both annoyance and inconvenience, and the Optician has to bear the brunt of the inevitable complaints.

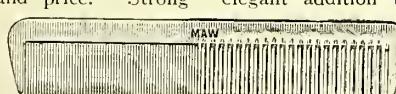
With the "Maw" Prescription and Repairing Organisation dissatisfaction is impossible. We guarantee the best quality work executed under qualified super-
AN EXPERT STAFF

We hold a large stock of Spectacles in all metals, Eyeglasses of all designs, Opera and Field Glasses, Barometers, Display Stands, &c. All these and an expert staff are at your service. Why not send your next order to us?



FOR THE COMB CONNOISSEUR

The Chemist will find a good many combs in our catalogue. Combs of every shape, quality, and price. Strong favourites are the "Lily," "Ebon," "Tubular," and "Tauro-Shell" patterns. The first-named, the "Lily," is now made in 32 varieties, each one of ivory-white colour and perfect finish. The prices range from 8/- to 20/- per doz. Every "Lily" is unbreakable and non-inflammable. Both these distinctions can also be applied to the "Tauro-Shell" Comb, a charming pattern made of good quality horn



cleverly stained to imitate tortoiseshell. The "Tauro-Shell" makes a most elegant addition to any pharmacy. With each half-dozen combs a high-class card is included, on which one comb may be displayed. Prices from 8/- to 16/- per doz.

In the "Ebon," customers will find a high-grade jet-black galalith comb, unbreakable and non-inflammable. 10 varieties, from 6/- to 17/- per doz.



The popularity of a comb combining lightness with exceptional strength is assured. Such a comb is the "Tubular." This pattern is constructed on the well-accepted axiom of science that a light and hollow tube possesses far greater strength and resisting power than a solid mass. A novel and effective display card distributed with orders for $\frac{1}{2}$ doz. and over shows the idea at a glance. Prices from 8/- to 16/- per dozen. For full illustrated list of these

"TUBULAR" splendid combs see pp. 195-199 in our Catalogue.



'OVALTINE' PAYS YOU WELL AND GIVES VALUE TO YOUR CUSTOMER.



"Ovaltine" exemplifies well the principles of fair trade. It gives to the purchaser a sound article at a reasonable price and to the retailer an excellent profit.

1/- Tins 9/6 per doz.
1/9 Tins 16/- per doz.
3/- Tins 28/- per doz.

Less 5% on £5 orders
for prompt cash.
£3 orders carriage paid.

THIS IS A GOOD SEASON FOR DISPLAY. TEAR THIS ADVERTISEMENT OUT, SIGN YOUR NAME IN THE SPACE AND POST TO US AND WE WILL SEND YOU DISPLAY CO-OPERATIVE TERMS WHICH WILL YIELD YOU 52% PROFIT ON YOUR OUTLAY.

Name.....
Address.....

A. WANDER Ltd., Leonard Street, E.C. ; & King's Langley (Herts.)

T 31.

Prepare for the Coming Season !
The **MANUFACTURE** and **SALE** of
AERATED WATERS
A MOST PROFITABLE BUSINESS,
MADE EASY AS ABC.
The **NEWEST** and **BEST** PRINCIPLES AND PRACTICE.

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LARGE PROFITS FOR YOU.

ORDER TO-DAY, AND LET YOUR CUSTOMERS KNOW YOU STOCK.

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THE CHEMISTS' BRAND.

The Lancet says: 'Of Standard Purity'

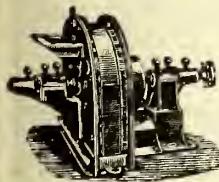
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ask for SHOWCARDS and HANDBILLS. To be obtained of all Wholesale Houses.

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For All Purposes.

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PUT UP FOR EXPORT.

Small size, 3 oz. bottle, in case

Medium " 7 " " "

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HORLICK'S MALTED MILK Lunch Tablets

MALTED BARLEY, WHEAT & MILK in TABLET Form.

In Glass Pocket Flasks.

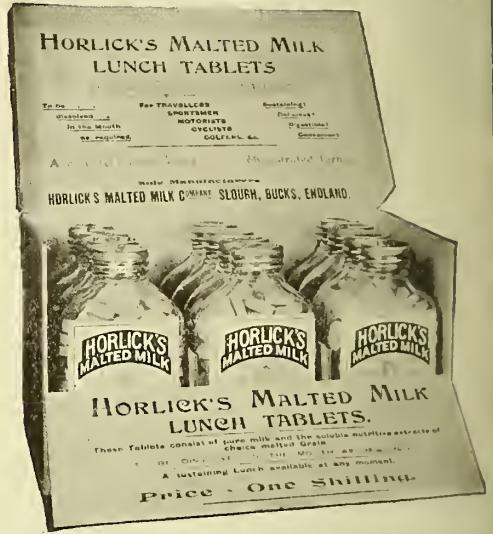
Costs the Trade 9/- for Single Dozens.

ESPECIALLY CONVENIENT FOR TRAVELLERS
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A NEW SIZE
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One Dozen Flasks for Counter Display.

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Wholesale and Export Drug
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HULL,

invite the attention of the Trade to the following well-tried preparations, which carry a big P.A.T.A. retail protected profit, and are well-known and valued by the public in many parts of the country.

Losall's Asthma Remedy.

Very effective Remedy for Asthma, Bronchitis, &c.

PROTECTED	RETAIL	DOZ.
PRICE	PRICE	NET.

10¹/₂d. 7/6

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The popular Remedy for Eczema, Gout, Rheumatism, and Biliousness. Well advertised.

6d.	3/6
1/-	7/-
1/6	10/6

Losall's Compound Sulphur Soap.

A valuable emollient medicated Skin Soap, especially for use in Eczema cases.

1/-	8/-
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Losall's BALL-ROOM Floor Polish.

Produces a smooth surface beneath the dancers' feet. No dust.

1/-	7/-
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Malted Food.

Usual 1/- size, lever lid tins, name and address free on 3 dozen. Special design label, with name and address on gross orders, if desired.

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London Agents: F. NEWBERRY & SONS, Ltd.

50%

Profit

SPECIAL OFFER.—On receipt of P.O. value 2/-, we will send you $\frac{1}{2}$ gross, carriage paid. SEND NOW.

[149. A.J.S.]

Verox Beef-tea Cubes cost 8/- per gross, carriage paid. The minimum selling price is 1d. each = 12/- per gross. Your profit is 4/- = 50% on outlay.

Each cube is wrapped in grease-proof paper and a special carton. They are put up in tin boxes containing six, to sell at 6d. or singly. The public like them because they are real beef—not salt cubes.

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LECITHIN-ALBUMEN POWDER
For the manufacture of Tablets, Chemical Foods, Nerve Tonics, etc.

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LECITHIN FOOD PREPARATIONS
Prepared with 2 $\frac{1}{2}$ %, 5%, or 10% of PURE Lecithin in bulk, or in boxes or cartons,

LECITHIN TABLETS, DRAGEES, PILLS or CHOCOLATE.

Prepared by Chemical Works "VICTORIA," Berlin, S.W.

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Write for Pamphlets. Tel. Nos.: Avenue 5945; Central 12641.

CAMWAL

Ask your Customers to try

a sample of "Camwal" Soda Water. They will note the difference at once—the life, sparkle, and "nip" in the "Camwal" product—which makes other brands taste flat and mawkish by comparison.

Point out that the "Camwal" beverages contain a healthful quantity of the different Salts, as printed on the "Camwal" labels, whereas some makes contain no Salts at all. "Camwal's" refreshing Ginger Ale is the "real thing"—made of best Jamaica ginger, best cane sugar, pure water. Chemists find this line a great attraction, and when customers call to re-order, they buy many other things besides.

The best bottle washing and sterilising apparatus, the best mixing and aerating machinery, the best ingredients, and the best skill are employed in manufacturing the "Camwal" Table Waters.

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SELTZER,
POTASH,
LITHIA,
LEMONADE,
BREWED GINGER BEER,
DRY GINGER ALE.

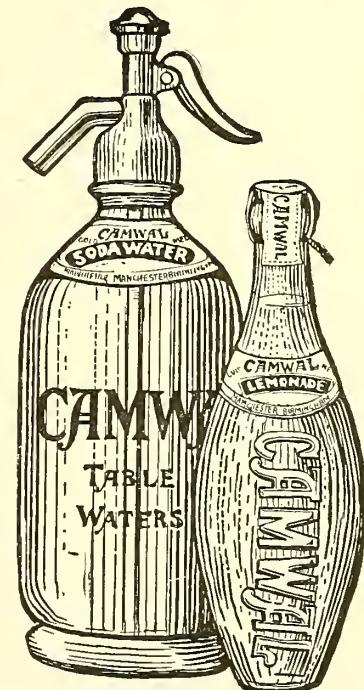


Table Waters

Soda Water.
Potash Water.
Seltzer Water.
Lithia Water.
Lemonade.
Ginger Ale.

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Dry Ginger Ale.
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Ginger Ale.
Kola Champagne.
Orange
Champagne.
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Lime Juice Cordial.
Pure Lime Juice.
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SPARKLING PHOSPHADE

A Delicious Tonic.

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SODA WATER

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“THE WHITE SPOUT SYPHON.”



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GRAND PRIX, BRUSSELS EXHIBITION.
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THE NATURAL MINERAL WATER

VICHY- CÉLESTINS

STATE SPRING.

**DISORDERS OF THE LIVER;
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DIABETES; RHEUMATISM; GRAVEL, &c.

VICHY-ÉTAT PASTILLES.

Two or three Pastilles after each meal facilitates digestion.

CAUTION: Each bottle from the STATE SPRINGS bears a neck label with the words "VICHY-ÉTAT" and the name of the SOLE AGENTS:

INGRAM & ROYLE, Limited,

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And at LIVERPOOL and BRISTOL.



Prompt Sales

Increasing Demand

Quick Turnover

Protected Price

You stock "Wincarnis"—our advertising sells it for you. There is an enormous and ever-increasing demand for "Wincarnis" because it is a good article backed up by a powerful advertising campaign. Don't risk losing sales through being out of stock. Glance at your stock now.

COLEMAN & CO., LIMITED,
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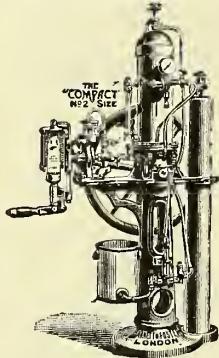
WINCARNIS

BARNETT & FOSTER

11
COLD MEDALS.

*The Best House in the World for all
requirements of the Mineral Water Trade.*

49
HIGHEST AWARDS.



THE "COMPACT" complete Soda-water Machine

For use with Compressed Carbonic Acid Gas is specially designed FOR CHEMISTS, and is provided with one or more filling machines.

Occupies little space. Ready for immediate use. Requires no fixing.
Produces Soda-water, Lemonade, etc., of the highest quality and greatest purity.

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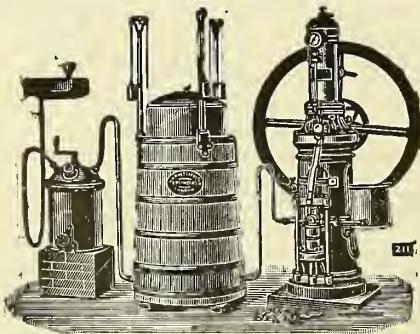
No. 1.—Capacity 1,200 dozen per day, including Filling Machines for Bottles and Siphons	... £60
No. 2.—Capacity 600 dozen per day, including Filling Machines for Bottles and Siphons	... £48
No. 3.—Capacity 300 dozen per day, including Filling Machines for Bottles or Siphons	... £33

We also make a smaller machine at £20.

THE PERFECTION OF SIMPLICITY.

To those who can spare space in which to generate their own gas, we offer the "Niagara" machines advertised below.

AUTOMATIC CARBONATION.



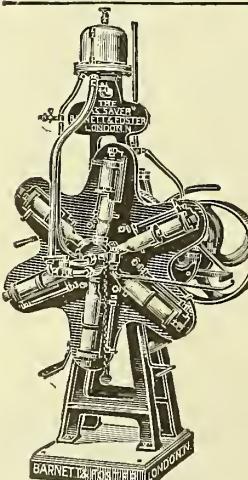
THE "NIAGARA" Soda-water Machine (Continuous Action).

This machine is superseding all other types for the manufacture of FIRST-CLASS Aerated Waters, and is in use in most of the leading manufactories throughout the world.

PRICES, COMPLETE, from £30, FITTED FOR HAND AND POWER

Particulars of Larger Sizes on application.

NOTE.—These machines are sent out by us complete and ready for work. We include all necessary connecting pipes **without extra charge**. No "extras" to pay for after buying our machines.



THE "GAS-SAVER,"
Price £60

STUDY QUALITY—AS CHEMISTS MUST—

By Bottling on our Latest Types of
Filling Machines. We Guarantee the

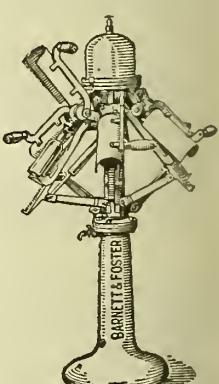
Highest Quality Soda-water at 60-lb. Pressure!

thereby Saving Gas, avoiding Bottle-breakage and improving quality
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BACK PRESSURE—PROPERLY APPLIED.

Particulars of the "GAS-SAVER," for
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The "ROUNDABOUT," for filling
Corked, Crowned and Screw Bottles
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SAVE MONEY.



THE "ROUNDABOUT,"
in 6 sizes, prices from £25

CATALOGUE of all our Manufactures, including Syphon-filling Machines, Syphons, all classes of Bottles, Modern Bottle-washing Appliances, Ice and Refrigerating Plant, Essences, Flavourings and Drugs, and every requirement of the trade sent FREE on application to—

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The Eyeglass of the XXth Century.

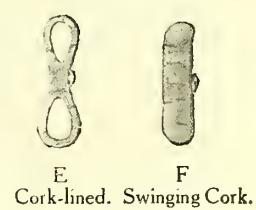
“**STAE-ON**”
FINGER-PIECE EYEGLASSES.



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10 and 14-ct. SOLID GOLD, “STORK 14” BRAND = 1-7th 14-ct. ROLLED GOLD
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Wednesday is the half day closing in Liverpool, and the class starts at 3 p.m., and continues till 10 p.m., affording an excellent opportunity for Juniors to attend.

Syllabus containing valuable information, such as equations, per cent. calculations, etc., post free on application.

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COLLEGE of Chemistry & Pharmacy.
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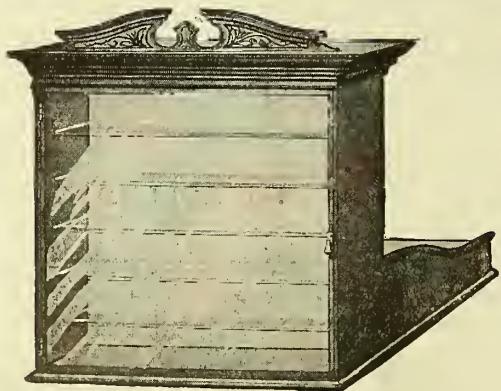
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Benn, R. W. . . . Kibworth.	Ford, E. . . . Folkestone.	Moore, W. R. . . . Sydenham.	Williams, T. M. . . . Barry Port.
Cowhaw, C. W. . . . Wandsworth.	Hardy, M. . . . London.	Pedroza, J. M. . . . London.	Wilson, F. M. . . . London.
Cr. L. K. . . . Scarborough.	Hopkins, S. N. . . . Leighton Buzzard.	Smith, C. . . . London.	Zimmerman, W. F. . . . Southchurch.
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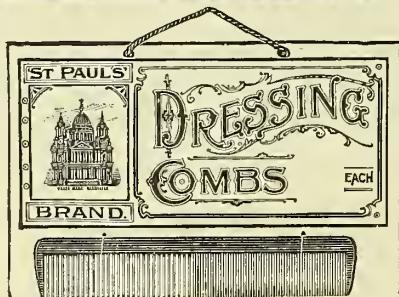
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Winter Issue, 1914, pp. 76, 77.
Diary, 1914, pp. 120, 121.

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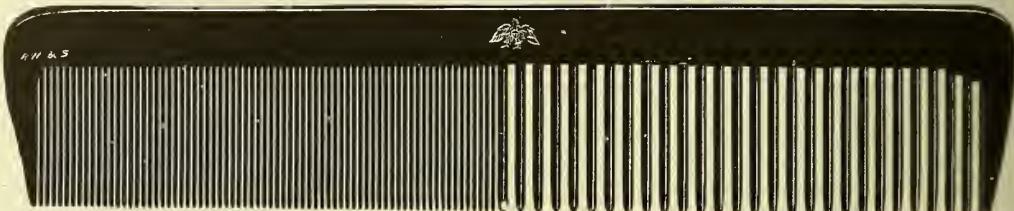
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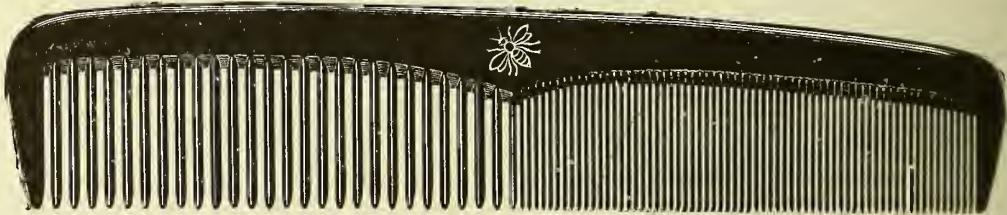
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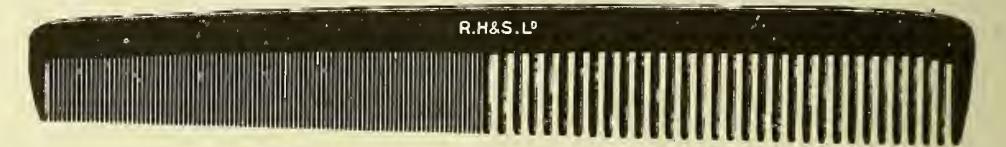
THE "GEM" BRAND.

These Combs have thick cylindrical hollow backs, are light in weight and very strong.



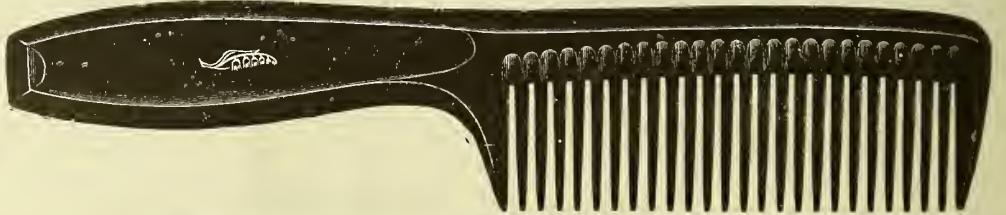
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Our Silent Salesman goes straight to
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Do you
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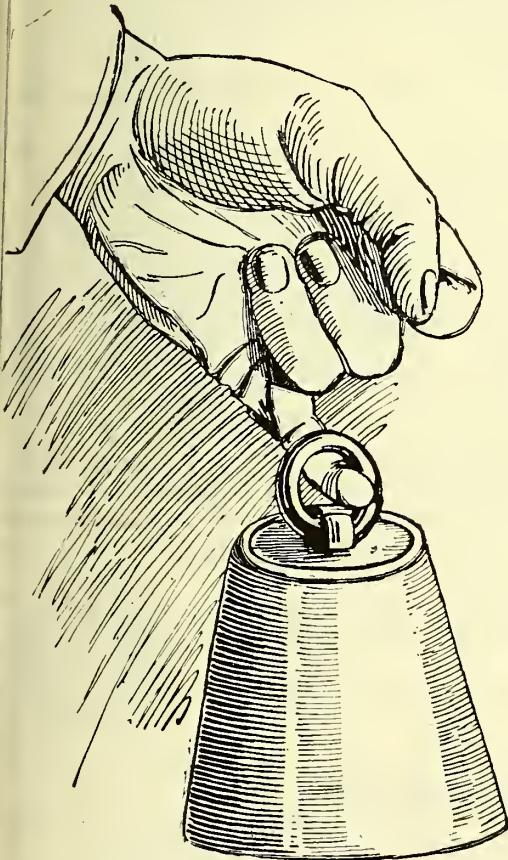
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*Only the Minimum Effort
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is required
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TOOTH PASTE



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Not only antiseptic, but deodorant, two desirable properties of a tooth powder. Its oxidizing and deodorizing power was obvious in our experiments.—THE LANCET, London, Eng.

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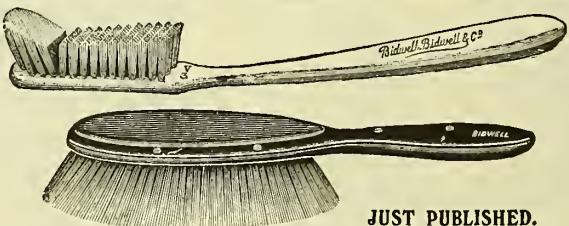
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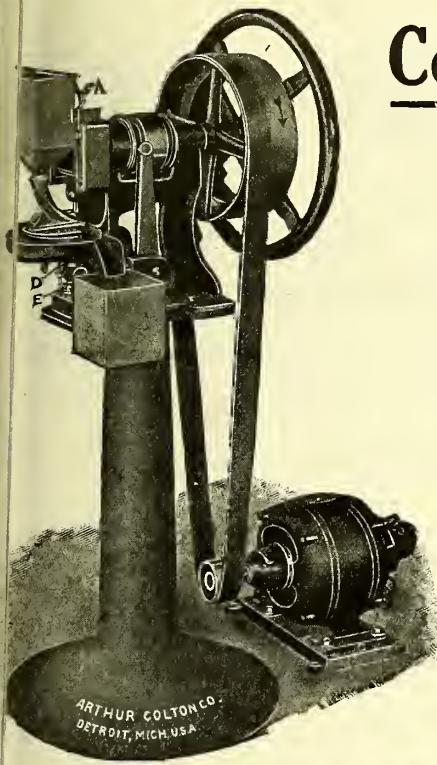
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Many designs.

Effervescing Salines

In bottles for retailing, or in bulk.

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**And all kinds of Granular Effervescing
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I like to hear a customer
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It mostly denotes a spontaneous
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Perhaps the customer, in passing,
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it on the counter or in the wall-
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Anyhow, she saw the product,
remembered that the bottle at
home was nearly empty, and forth-
with bought a fresh supply.

The amount of 'KEPLER' Cod
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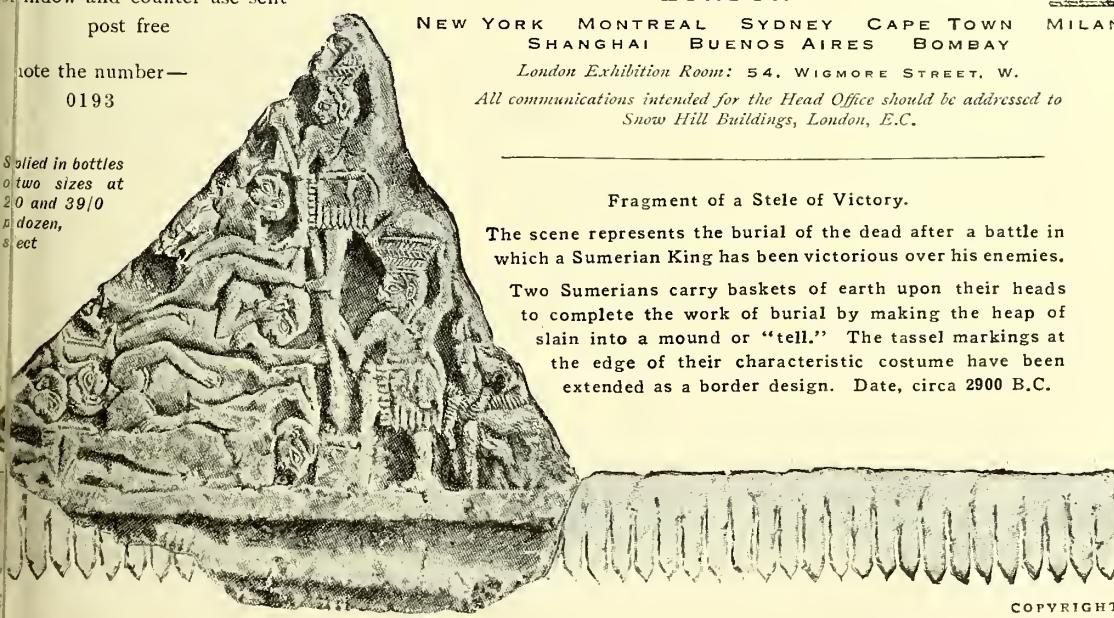
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The scene represents the burial of the dead after a battle in
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the edge of their characteristic costume have been
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Weekly Journal of the Chemical and Drug Trades
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ESTABLISHED 1859.

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Telegrams: "Chemicus Cannon London." Telephone 852 Bank (two lines).

Banches: ADELAIDE, MELBOURNE, AND SYDNEY, AUST.

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EXPORTS STILL INCREASING.

Everybody is doing well in export business; are you in it? Board of Trade figures for January 1914 show an increase in the export of drugs and medicinal preparations of

£11,178 IN VALUE

the corresponding month last year. There is no evidence of any reaction, and all manufacturers and wholesalers of drugs' commodities should be having a share. The surest way to secure and to keep foreign business is to focus the best of the Merchant Shipper on your brands. This can do to the best advantage in the

EXPORT MERCHANT SHIPPERS' ISSUE

of

THE CHEMIST AND DRUGGIST.

in course of preparation. The publication date is March 14, and all particulars as to advertising space are obtainable from the Publisher at 42 Cannon Street, London,

SUMMARY.

Subscribers are advised to read this column first.

Our Coloured Supplement.

Several pages in the Coloured Supplement of this issue are filled with news which we cannot find places for in these pages. Besides the reports from Insurance dispensing centres, it contains an interesting letter from an American correspondent on such subjects as percentage of profit, discounts, and the gospel of efficiency. See "Contents" in the preceding column for the rest.

Trade and Market Matters.

The Trade Report, which begins on p. 57, contains information up to a late hour on Thursday, including a complete report of the drug-auctions on that day, thus affording the most complete and latest report available to the drug-trade.

Market fluctuations mostly favour buyers this week, a decline having occurred in new Lofoten cod-liver oil, English castor oil, orange and anise oils, lycopodium, Persian galls, ergot, turmeric, fennel-seed, and isinglass. On the other hand, higher prices prevail for Sumatra benzoin, cedavilla, guinea grains, lemon oil, American peppermint oil, and wormseed. An auction of first-hand drugs was held to-day (pp. 57-60).

News of the Week.

The custom of the chemical-trade as regards quotations was the basis of a legal case heard in London and reported on p. 41.

The law as to liability for accidents due to London cellar flaps being left open has been decided by the Court of King's Bench. See report on p. 42.

The festive pharmaceutical season continues unabated, as pp. 54 and 55 show. The reports include a portrait of Sir Richard Winfrey, M.P., who attended the West Ham dinner a few hours after he received the accolade from the King.

The House of Commons is getting to work in spite of the debate on the King's speech. Members are attacking the National Insurance Act by questions, and those which appertain to Medical Benefit are given with answers on pp. 51-52.

The obituary columns are exceptionally heavy. Among the deaths recorded are those of Mr. R. Cook, Ph.C. (Grinsby), Sir Alexander Cross, Bart. (who instigated the legislation on agri-horticultural poisons), Mr. W. Murton Holmes and Mr. J. W. Sutherland (formerly pharmaceutical examiners), and Mr. R. C. Sudlow, who was general manager of Messrs. Burroughs Wellcome & Co.'s business for a quarter of a century (pp. 43-45).

Articles and Communications.

Arena sativa, L., is the subject treated under "Minor Botany" this week (p. 35).

A specimen of the mixture of salts for qualitative analysis will be sent to any student who applies for it before next Tuesday (p. 34).

A number of interesting dispensing problems are discussed by Mr. W. Duncan (p. 37), and several queries on kindred subjects are answered on p. 63.

Professor Collie maintained, in a lecture to the Royal Institution, the accuracy of his conclusions regarding the production of neon and helium (p. 53).

Mr. R. C. Owen commences a short series of articles entitled "After Thoughts on Reorganisation." In the first he objects to companies getting exceptional treatment (p. 36).

In the correspondence columns (pp. 61-64) a number of interesting topics are discussed, including one as to the relation which the profits on proprietaries bear to the working expenses of the retail chemist's business.

Mr. C. W. Brumwell, Ph.C., at a meeting of the Royal Lodge of Pharmacy, read a paper entitled "Leakages in Pharmacy," indicating directions in which time and money are lost in the course of a chemist's business dealings (p. 34).

Mr. Granville Shaw's cartoon this week is an optimistic contrast of the English panel chemist (p. 35). It is followed by summaries of important official memoranda on Medical Benefit matters (pp. 35-36). Reports on Insurance matters from local centres are printed in the Coloured Supplement.

B

CORNER FOR STUDENTS.

Conducted by Leonard Dobbin, Ph.D.

All communications for this section should be addressed thus :
"Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C."

Qualitative Analysis.

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture will comprise acids and inorganic bases occurring in the British Pharmacopoeia, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a stamped and addressed envelope, not a stamp merely) will be received up to Tuesday, February 24, when the samples will be posted to the applicants and those who have already applied for the tournament series of "Salts."

Students' reports will be received up to Saturday, March 7. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fifth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact must be attested on their reports.

Leakage in the Pharmacy.

M R. C. W. BRUMWELL, Ph.C., President of the Ucal Lodge of Pharmacy, delivered an address with the above title at a meeting of the Lodge held at Stanley's Restaurant, Lavender Hill, London, S.W., on February 18. After a brief introduction, Mr. Brumwell said :

In the course of my life I have come across men of varied gifts and talents. What has always impressed me most is that so few are gifted in more than one or two ways. Here is a man who is a keen buyer. He no more thinks of giving an unpriced order to a wholesale house than he would think of presenting them with a blank cheque, but his skill as to selling is often sadly wanting. Another is exceedingly economical as to limiting himself in apparatus, etc. A neighbouring chemist uses my bougie-mould more than I do, yet is an adept in looking after his returned empties.

The subject was then considered under the following heads : (1) Leakage in time; (2) leakage in money; and, further subdivided, as viewed from (a) the retailer to the wholesaler; (b) the retailer to the purchaser.

First considering leakage as to time and from the view of the retailer to the wholesaler, Mr. Brumwell said :

Want of punctuality and failing to keep to one's word in dealings with wholesale houses and their representatives are often serious leakages in the pharmacy. Get and keep a good name for promptly meeting your liabilities at the proper time. Depend upon it, you will not lose by it. A wholesaler will look upon you with a favourable eye, and you will be placed upon the best terms if you are a prompt payer. Take your cash discounts; 2½ per cent. at one month is a large percentage when viewed at the rate per annum. Be courteous with your wholesalers' representatives. Remember that in all probability his time is at least as valuable as your own. Many a time I have got up from a meal to interview a traveller; it may be as much to your advantage to buy from him as it is for him to sell to you. But keep to business. Don't enter into politics or religion with him. If he is a wise man, he will probably agree with you, whatever may be his own personal views. Some travellers feel it a duty to talk about anything but business for the first ten minutes of your interview, and perhaps

for a quarter of an hour after the last "line" has been given them, feeling all the time that it is a great nuisance to have, as they consider, to waste so much time. I have a kind, but firm, way of dealing with such men. I simply say to them, "I fear I am taking up too much of your time; I must not delay you any longer"; and thus a leakage of time is avoided.

As to leakage of time viewed from the standpoint of the retailer to his customer, want of punctuality stands out prominently. I have a great respect for the man who gets out of bed in time to allow himself a decent shave, a hearty breakfast, a brief glance at his favourite morning paper, and is at business at least five minutes before the time of opening. It has ever been a source of satisfaction to me that I was taught to be punctual in my early life.

With regard to punctuality, let your word be as good as your bond. If you promise to obtain an article for a customer by a certain time, "move heaven and earth," if necessary, to get it, even if you lose on the immediate transaction, for it will probably pay you in the long run. In dealing with customers "over the counter," much tact is required in avoiding a loss of time. On the one hand, we must not dismiss them abruptly, as the saving of time may in such a case mean a loss of business; and, on the other hand, time may be wasted in discussing remote subjects. It sometimes pays to listen to most trifling and uninteresting details far removed from anything which can even remotely be calculated to bring business. Another serious leakage of time takes place when we allow ourselves to run out of stock of such drugs as we usually keep in weighed-up packages or in bottles ready for sale. Much loss of time also results in stinting oneself of convenient and suitable apparatus in the making of pharmaceutical preparations and dispensing prescriptions.

Dealing next with leakage in regard to money, always keep a copy of every order sent to wholesale houses, and in giving an order to a traveller get him to give you a copy of it in his own handwriting. Then it is necessary to have a "buying book." I have two, one for drugs only, and the other for anything else. The former is "The Liverpool Chemists' Price List." Against the name of the drug I record the name of the firm from whom I obtained it, the date, and the price paid. When needing further supplies of the drug this information is most useful. The other book is just a "Where is it?" book, containing the names of the articles, alphabetically arranged, and the firm from whom the supply was obtained.

Then in regard to empties, unless great attention is paid to this matter a serious leakage of money may occur. Nothing but a careful checking of the wholesalers' credit-note with your own list will prevent loss in this direction. Sometimes an attempt at economy of money leads to a loss, such as not ordering stock of an article that is running low towards the end of the month.

One of the most serious losses, viewed from the retail side of the business, occurs, where much credit is given, from omission to make entries in the day-book, and it may go on for a long time without being detected. One good method of preventing this is to make a duplicate bill with each order, file it, and at the close of the day check each bill with the entries in the day-book. I use a National Cash Register, which issues a card for all sales whether for cash or on credit, and compare these cards with the entries in the day-book at the close of the day. A frequent source of leakage in money takes place in the weighing and measuring of drugs at the time of selling. All liquids selling at more than 3d. per oz. should be measured, especially if the size of the bottle is out of all proportion to the quantity sold. Viscous drugs, such as glycerin and castor oil, it is convenient to keep in small bottles ready for sale. A serious leakage of money occurs also in the case of unreturned syphons. The system of allowing the errand-boy 3d. per dozen for all empty syphons brought back from customers is liable to abuse. The simplest and best method of preventing loss is to have each syphon numbered and a day-book and ledger account kept with each customer. In regard to economy of paper and string, never economise where it will give your customers the idea that you are parsimonious. Nothing but a good quality white or blue denim should be used for small packages of drugs. In tying up a parcel take care that the waste piece of string be not too long. Good use may frequently be made of brown paper and string received from wholesale houses. To prevent forgetting to enter an item in the "want" list, always put the name of the article down in the list before wrapping it up and handing it to the customer. A final leakage is the omission, frequently made by pharmacists, to charge for work done. An extra charge, for example, should always be made for work done out of business hours.

A good discussion and a vote of thanks followed the reading of the paper. It was afterwards resolved to give in April a complimentary dinner to Mr. Harold Miller, managing director of Ucal.

Minor Botany.

Bei the eighth of a series of articles for pharmacy students which commenced on January 3, 1914.

GRASSES cover more space on the earth's surface than any other kind of plant. As food for man and beast they also surpass all other vegetation in economic importance. Three—barley, oats, and wheat—are of sufficient importance in medicine to be included in the M.R.C. syllabus. The grasses are easily recognised by their hollow, jointed stems with two rows of alternating sheathing leaves bearing a characteristic membranous outgrowth (ligule) at the base of the leaf-blade. The closely allied sedges are weeds, often grass-like in habit, but generally possessing solid triangular stems and leaves without



AVENA SATIVA, L.

spikes. The flowers of both grasses and sedges are small, being on a short axis without stalks (sessile) form a spikelet. The latter term is a diminutive of spike, indicating an axis of indefinite growth (i.e., not terminated by a flower) bearing sessile flowers. The characteristic of indefinite inflorescences is that the oldest flower is nearest the base or outside and the youngest nearest the axis or centre. They are often termed racemose (*racemosus* = bunch of grapes). The raceme, which is the principal type itself, differs from the spike in having sessile flowers. If the single flowers of the raceme be replaced by another raceme we have a compound raceme or panicle. The oat-plant (*Avena sativa*, Linné) presents a type of inflorescence still further complicated in that it is a panicle of spikelets each containing three to five flowers. The result is the appearance we associate with oats, the flower-heads being suspended on delicate filaments swayed even by the gentlest breeze. It is a refinement of wind-pollination which the student will appreciate best after the explanation next week of the structure of grass-flowers in connection with seed. It also aids seed-dispersal.

Insurance Act Dispensing.

A Weekly Record of events and decisions concerning Chemists' interests in Medical Benefit administration and practice.

Anticipation and Realisation.



Granville Green

England.

The Southern chemist gloomed till late,
In moody contemplation,
Of what would happen when the State
Bought physic for the nation.

Uncertainty, with "ifs" and "buts,"
Acidified his manners;
But now he swanks it with the "Knuts,"
And smokes half-crown Havanas.

"Own Arrangements."

Memo. 191/I.C. of the English Insurance Commission draws attention to the changes made by the new Medical Benefit regulations in regard to insured persons making their own arrangements for medical treatment. (See *C. & D.*, February 7, pp. 48, 49). Section (a) shows how those who made such arrangements last year will be deemed to have reapplied, and Insurance Committees will accordingly have to review these as individual cases. Section (b) states that exempt persons required to make their own arrangements should be informed of their position as soon as practicable. Section (c) defines the conditions relative to arrangements for treatment "otherwise than with duly qualified medical practitioners." This explains why Article 44 of the regulations was amended to overcome the difficulty of obtaining treatment from persons known as herbalists, on grounds of preference based either on a long-existing habit, or on some objection to the treatment given by qualified medical practitioners, although the Commissioners were of opinion that the old regulations did not fetter the discretion of the Insurance Committee in such matters. It is pointed out that paragraph 2 of Article 44 contains "no explicit requirements," but that it must be obvious that any definite standards must be comparative, and "it will therefore not be possible for the Committee to judge of the satisfactoriness of any arrangements made with unqualified persons by the standards applicable to the panel system." As the conditions of the Exchequer grant include providing domiciliary treatment for tuber-

culosis (only legally open to medical practitioners), "the Committee will not therefore be able to rely upon receiving any sum from the Exchequer grant in respect of treatment offered by such persons." This limits the maximum contribution which the Committee may "think fit" to make to 6s. per insured person, and payments must be on a capitation basis. It is apparent that the disadvantages and difficulties attendant upon obtaining herbalists' treatment under the Insurance Acts are such that the number of such arrangements will be negligibly small. The model forms issued (Form 43/I.C. (ordinary) and 43(b)/I.C. (institutions) and 43(c)/I.C. (under income limit)) do not include one suitable for arrangement with herbalists, but "the Commission will advise, on application, as to a suitable form" for such cases. The instructions in the model forms 42/I.C. and 42(c)/I.C. are explicit in regard to the exceptions relating to the supply of medicines and appliances otherwise than by or at the profit of the practitioner undertaking treatment, viz. :

9. In the exceptional circumstances in which a contribution can be made towards the cost of drugs supplied by the doctor the arrangement will be made by the patient with him for including the supply of drugs in the contract, if the arrangement be on the contract basis, or for his charging in his account for medicines actually supplied, and payment will be made in accordance with the same principle as in cases where the doctor provides medical attendance and treatment only.

10. In the cases in which the doctor does not supply medicines or appliances the insured person will present to the Committee the chemist's account, and the Committee will contribute to the cost so far as the amount available in the appropriate pool permits, and if the aggregate accounts exceed the total amount in the pool the same proportion will be paid on each. Arrangements may be made with a chemist to supply the necessary medicines, etc., at a fixed rate per quarter or year. If this course is adopted a statement of the arrangements made, signed by the chemist, should be attached to this form.

Duties and Powers of Panel Committees.

Memorandum 502/I.C. of the National Health Insurance Commission (Scotland) defines the powers and duties of Panel Committees much in the same way as Memo. 503/I.C. explains those of Pharmaceutical Committees (*C. & D.*, February 14, p. 52). Paragraph 10 states that the Panel Committee must be consulted before the Drug Tariff is prepared. Paragraph 11 deals with arrangements by the Insurance Committees for supply of drugs and appliances by practitioners beyond the mile limit "after consulting the Panel and Pharmaceutical Committees," and "with the consent of the Commissioners." Paragraph 13, which relates to the submission of accounts, if required, to the Panel Committee, paraphrases Regulation 39 (3) and (4). Paragraph 14, relating to excessive ordering of drugs, is Regulation 40 (1) and (2) condensed.

Contracts with Members of Insurance Committees.

The National Health Commission (England) has issued a Memorandum pointing out that Insurance Committees should, in conformity with the ordinary practice of public bodies, refrain from negotiating or entering into contracts for services or for the supply of goods with individual members or with firms or private companies in which any member of the Insurance Committee concerned has a substantial interest. The Commissioners add that it does not appear to them that similar objection can be raised to Committees entering into agreements in connection with Medical Benefit with practitioners on the panel, or chemists on the list, who are also members of the Committee. The terms of practitioners' and chemists' agreements are the subject of collective negotiation, and the question of the possibility of individual doctors or chemists who are members of the Committee gaining, by virtue of their membership, an advantage in respect of their agreements does not arise. The matter apparently arises through numerous inquiries from Insurance Committees as regards supplies under Sanatorium Benefit.

(For reports from local centres see the Supplement.)

Afterthoughts on Reorganisation.

By R. Cecil Owen, B.Sc.

I.—Companies.

THERE is, it seems, to be peace between the limited companies and private traders. They are to fraternise on the local Associations, and at the future Conferences of Delegates. Moreover, the limited companies have received the compliment of double representation on the Executive Committee of the Local Associations Conference. Let me, very briefly, examine each point separately.

Only a few years ago there was a pretty feud between the two parties, and a Bill was before Parliament with the avowed purpose of drawing the teeth of one of them. What came of it need not be recapitulated. But it seems as if in the interests of opportunism the private pharmacist has dropped his principles and made off. Just because (we said) the pharmaceutical side of our craft is professional and not commercial, we refuse to recognise the right of capital to compete with us. One never hears this principle reiterated nowadays; but if it were not hypocrisy to profess it then, it holds good now; and if it no longer holds good it was bluff and moonshine in the days when we put the companies to so much exasperation in defeating them. Instead, we are told that if we elect to fight the companies the latter will turn round and rend us—how? By offering the Insurance Committees a lower tariff than is drawn up by the Standing Committee, and presumably working the Act to the complete exclusion of the private pharmacist. This is the only argument worthy of the name which is advanced in support of the peace policy—a piece of sophistry only likely to hoodwink a class whose grit and brains have disappeared. Let me see why.

I happen to know that, in some centres at least, whereas the Insurance Act has resuscitated many a private concern, it has dangerously wounded the limited companies in the same area. The reason is not far to seek. The poorer classes, who now fill the ranks of insured persons, were the companies' best customers prior to the working of the Act; they went to the companies' shop solely for supposed economic advantages. But now, with free choice of chemist, are they continuing to patronise the companies? The answer is an emphatic No! Then why this stupid threat made on behalf of the companies? Supposing they did offer a lower tariff, what then? First, would the Insurance Committees accept it? There are a hundred reasons for thinking not. But if they did, what would our lords and masters the public say? It would require the pen of a Carlyle to picture the scorn of the working-man who was told that he must take his prescription to Blank, Ltd., because the services of the private pharmacist were not for him; that he must be content with a cheap service. Such a consummation might be faced by the ranks of "legitimate" pharmacy with equanimity, not to say with jubilation!

One need not go into the irrelevant consideration that the limited company has the same legal standing as the private dealer. The question for us is not what is legal, but what is proper. And now one would like to know why the companies are to receive double representation on the Executive Committee of the Local Associations Conference. This Committee is to consist of seventeen members, of whom seven are elected by the Pharmaceutical Insurance Committees, and two are to represent, direct and solely, the limited companies. Consider the seven. They are elected by local bodies which contain representation of limited companies, so that the seven represent both the private traders and the companies. Then why, one asks, does the limited company receive representation over and above what it gets through the local bodies along and equally with the private dealer? This is turning the tables with a vengeance, and making the limited company the top dog in a highly conspicuous fashion.

Dispensing Problems.

At the meeting of the Edinburgh Chemists', Assistants', and Apprentices' Association held at 36 York Place, Edinburgh, on February 11, Mr. William Duncan, Ph.C., contributed a paper entitled "Notes and Queries," which dealt with the following interesting dispensing problems:

1. Caffein. citr.,	2. Pot. citr. ... 3ij.
hazonen. aa. 3j.	Aspirin ... gr. lxxx.
3. amm. erom. 3ijs.	Sp. chlorof. ... 3ij.
4. magnes. carb.	Syrupi ... 3j.
5. carb. ... 3vj.	Aq. menth. pip. ... 3vj.
q. anethi ad 3vj.	ad ... 3vj.

The problem in No. 1 is as to the cause of the effervescence. It is doubtful if caffein. citrat. is a definite salt. It rapidly dissolves in water, citric acid being set free. The citric acid thus set free, reacting with the magnesium carbonate, liberates carbon dioxide with effervescence. In No. 2 a perfect solution is obtained, although aspirin is stated to be soluble in water only in the proportion of 1 in 400. It is probable that the acetylsalicylic acid reacts with the potassium citrate, forming potassium acetate and potassium salicylate, both very soluble salts.

3. ammon. brom. ... gr. iiij.	4. Liq. ferri pernit.,
ulv. digitalis.	Acid. nit. dil.
ulv. scillæ aa. gr. j.	Tr. nucis vom. aa. mxx.
Ft. pil.	Glycerin. ... 3ss.

No. 3 the pills become soft owing to the hygroscopic nature of the pulv. scillæ and ready solubility of the amm. brom. With a drop of syrup of glucose and $\frac{1}{2}$ gr. pulv. acanth. a pill is obtained which keeps well. In No. 4 the acid discharges the colour of the liquor, owing to the formation of the almost colourless ferric nitrate with the ferric hydroxide which is present. Blackening and precipitation, which subsequently occur, are due to the interaction between the iron and the tannin of the tinct. nuc. vom.

Sodii salicyl. ... 3ij.	6. Veronal ... gr. v.
Salicin ... 3j.	Calomel ... gr. iijs.
Ext. cimicifugæ.	Potæ. brom. ... gr. xij.
Ext. colchici aa. 3j.	Ft. pulv.

Ft. mass. et div. in pil. xl.

The pills were massed with ext. gentian. (an excipient which Mr. Duncan remarked belongs to a former period of pharmaceutical practice), and became soft in a couple of days. A drop of syrup of glucose and $\frac{1}{2}$ grain of powdered acanth makes a satisfactory mass. The powder (No. 6) changes to a greyish-brown colour when mixed, but again becomes white after twelve hours. If the ingredients are perfectly dry no change should take place, otherwise the iodine bromide reacts with the calomel to form mercuric iodide and finely divided mercury. The mercury afterwards aggregates, but the powder never becomes quite

7. Ferri et quin. cit.,	8. Sodii. salicyl. ... 3ij.
Tr. digitalis aa. 3ij.	Tr. aconiti ... 3j.
Aq. ad ... 3xij.	Sp. aether. nit. ... 3ss.

The precipitate in No. 7 is chiefly quinine tannate with active matter. The mixture should be labelled "Shake the bottle." No. 8 gets darker on keeping, the usual explanation being that this is due to the formation of nitro derivatives. It is highly probable, however, that it is due to the presence of iron, either from some of the ingredients or from the green-glass bottle.

Quin. sulph. ... gr. ij.	10. Potass. iodid.,
Ac. carbol. ... gr. j.	Amm. carb. aa. 3j.
Ft. pil.	Sp. chlorof. ... 3ss.

The pill-mass liquefies owing to the liberation of the water of crystallisation from the quinine sulphate, due to the formation of a small quantity of quinine sulpho-carbolate. The water liquefies the remainder of the carbolic acid. By using pulv. trag. co. gr. j., pulv. glycerrh. gr. ij., a capital ointment can be made. No. 10 was ordered to be made double strength with the dose halved, and the question arises, What should be done about the infusion? The infusion should be of double strength.

11. Liq. Donovanii ... 3ij.
Liq. hydarg. perchlor. ad ... 3ij.

The precipitation of red iodide of mercury takes place owing to the trace of hydriodic acid in the Donovan's solution. One grain or two of potassium iodide is needed to redissolve the precipitate.

Mr. Duncan also replied to an inquiry as to what is the slate, but got no further than the familiar quotation from Gray's "Supplement." A discussion followed, and the lecturer received a cordial vote of thanks.

ENGLISH AND WELSH NEWS.

Subscribers are invited to send to the Editor newspapers containing news of trade interest. Please mark the items.

Brevities.

Miss Margaret C. Hall has been appointed workhouse dispenser by the Aston-under-Lyne Guardians, at a salary of 30*l.* a year.

A correspondent reminds us that at the present time chemists "not too busy with Insurance dispensing" might with advantage keep an eye open for advertisements of local bodies and institutions. The present is the time when tenders are most asked for.

Metropolitan Poor-Law dispensers should endeavour to get appointed to take charge of the x-ray apparatus, the instalment of which by Poor-Law authorities in London is becoming fairly general. In some cases an annual addition of salary has been procured beyond the fixed scale allowed by the Local Government Board for dispensing only.

At the inquest on February 13 on two of the four men killed in the explosion on the s.s. *Mauretania* at Liverpool on January 21, the jury found that the men were killed through the bursting of a cylinder sent out from the Manchester works of the British Oxygen Co. containing a mixture of oxygen and coal-gas, instead of coal-gas alone, but that the accident was contributed to by the workmen disregarding the right-hand thread on the cylinder. It was stated that apparently red paint had been accidentally spilt or spread over a black oxygen-cylinder, misleading the workmen who filled it.

Contracts.

India Office.—D. & W. Gibbs, Ltd., for glycerin.

Keighley and Bingley Joint Hospital Board.—Mr. J. Sneed, Keighley, for one year's supply of drugs.

Lambeth Borough Council.—Forbes, Abbott & Lennard, Ltd., for an annual supply of carbolic acid; Adcocks for carbolic powder.

Acton District Council.—Middleton Bros., Adcocks, Jeyes' Sanitary Compounds Co., and Edward Cook & Co., Ltd., for annual supplies of disinfectants.

Bermondsey Borough Council.—Adcocks, for annual supplies of the following disinfectants: Commercial carbolic acid (98 per cent. acids), 11*1/2* d. per gal.; carbolic acid (not less than 20 per cent. acids), 8*1/2* d. per gal.; formaldehyde solution (40 per cent.), 3*s.* 8*1/2* d. per gal.; "Lysol," 8*s.* 5*1/2* d. per gal.; "Paraform" tablets, 1*s.* 10*2/3* d. per lb.; permanganate of potash, 1*l.* 18*s.* 6*d.* per cwt.

West Ham Education Committee.—Jeyes' Sanitary Compounds Co., Ltd., for cyllin at 3*s.* 6*d.* per gal.; Burt, Boulton & Haywood, Ltd., for iaiine at 3*s.* per gal., during a further period of twelve months. Edward Cook & Co., Ltd., intimated that owing to the increase in cost of raw materials they would be unable to supply "Cofectant" at 2*s.* 10*d.* per gal. Their offer to supply at 3*s.* per gal. was accepted.

Kensington Guardians.—For annual supplies: The Rubber Co. of Scotland, Ltd., waterproof sheeting, 80*l.* 12*s.* 6*d.* (sixteen tenders received); J. G. Ingram & Son, indiarubber goods, 10*l.* 4*s.* 6*d.* (nine tenders); Hodgkinson, Prestons & King, drugs, 44*l.* 17*s.* 2*d.* (five tenders); S. Maw, Son & Sons, druggists' sundries, 7*l.* 0*s.* 4*d.* (three tenders), and wool, lin, tow, etc., 51*l.* 16*s.* (four tenders).

Off Wine-licences.

At Derby, on February 10, a wholesale wine-and-spirit licence was granted to Messrs. Davies, Sons & Co., manufacturing chemists, Bridge Street, Derby.

At the Bradford City Police Court on February 14, it was intimated that the thirteen chemists whose applications for renewal of off wine-licences had been refused (*C. & D.*, February 14, p. 59) contemplated an appeal. The amount of the recognisances was fixed at 50*l.* for each applicant and two sureties of 25*l.* each.

The Birmingham Licensing Justices on February 12 refused applications for removal of off wine-licences—viz., for Mr. W. R. Hedges, chemist and druggist, from 137 to 157 Broad Street, Birmingham, and Mr. H. E. Riley, of Riley's Drug-stores, from 59 Lichfield Road, Aston, to 13 College Road, Handsworth. Both applicants refused to give an undertaking to sell medicated wines only in doctors' prescriptions. It was intimated that renewed application would be considered. Mr. Riley said he wished to transfer his licence to Handsworth, as the latter had become the better centre and the Insurance Act had damaged his trade.

Off wine-licences have been granted the following chemists :

Mr. Edgar Stabler, Ph.C., 11 Mcalhouse Brow, Hillgate, Stockport.

Mr. E. J. Procter, chemist and druggist, of Whey Bridge, Stockport. On the undertaking to sell medicated wines on weekdays only.

Applications for off wine-licences from the following connected with the drug-trade have been refused :

Mr. O. Harris, 747 Knutsford Road, Latchford.

Mr. A. T. Elmer, 22 Newton, Barnoldswick, Yorks.

Mr. P. K. Bottomley, 64 Spendmore Lane West, Coppull.

Mr. Herbert Mason, chemist and druggist, of Fleet Street, Pemberton, Wigan.

The Bath Licensing Justices have adjourned the question of renewing the wine-licence attached to the Pharmacy at 4 Cleveland Place East, Bath. All the other wine-licences held by chemists were renewed.

Alcohol for Manufactures.

A deputation from the Association of Chambers of Commerce waited upon Sir Laurence Guillemard, K.C.B. (Chairman of the Board of Customs), last week on the question of alcohol for manufactures. Mr. C. T. Needham, M.P., introduced the deputation, which included Mr. A. Ree (Chemical Section of the Manchester Chamber), and also drew attention to the following resolution which was passed at the autumnal meeting in September 1913 :

"That having regard to the great advantages resulting from the extensive employment of untaxed alcohol for industrial purposes and for the generation of power abroad, and the increasing demand for petrol for motor-purposes, this Association is convinced that the retention of the existing conditions of the production of alcohol for such purposes is a very serious obstacle to the progress of British industry, and that a letter be addressed to the Chancellor of the Exchequer asking him to receive a deputation for the purpose of demonstrating to him the importance and urgency of promoting the production of alcohol for industrial and power purposes in particular, and for amending the Acts and the regulations necessitated thereby, and for extending the same rebate which is at present given on certain spirits for industrial use to spirits properly denatured for use in motor-vehicles."

The Chairman promised to give careful consideration to the views of the deputation.

Training Salesmen.

During last week the National Cash Register Co., Ltd., held the annual convention of 150 salesmen and heads of departments at the lecture-hall adjoining the premises at 225 Tottenham Court Road, London, W. Among the lectures was one on the necessity of business men keeping in good health, and another by a physician on the digestive system, the latter being illustrated by the cinematograph. The convention is part of the regular system employed by the company to train its commercial staff and to keep in touch all those who carry on the business. A booklet, entitled "Human Efficiency—Hints for Busy People," explains the principles involved. Any business man interested in the subject should write for a copy of this little book.

Sheffield Notes.

The leading physicians and surgeons are appealing through the public Press for 10,000*l.* to purchase radium.

A special sale of cameras, binoculars, etc., is attracting much attention at the shop of Messrs. Watsons, chemists and photographic dealers, High Street. The sale-list published shows that bargains are to be had at about a third of the original cost-price.

Birmingham Notes.

The Dr. Jordan Lloyd Memorial Fund has reached the sum of nearly three thousand pounds.

Quite a bevy of pharmacists attended the Brewster Licensing Sessions last week. One was seeking an outdoor beer-licence he said, and another was strongly opposing such luxury in a new suburban district.

At Mesands-Cox Provident Dispensary meeting held last week it was stated that the National Insurance Act had materially lessened the number of members, but there still remained useful work amongst women and children. The Hon. Secretary, who is Mr. Josiah Austin, the well-known pharmacist of Nethells, said they did not desire to make a profit, but to utilise the trust-money.

The proposed Shops Closing Order for Coventry is meeting with opposition from shopkeepers just outside the centre of the city, whose places of business are included in the scheduled area. The contention is that while early times do not adversely affect the Broadgate tradesmen, they are a menace to shopkeepers just outside the central part who have to compete with a growing suburban trade. The Order has still to receive the assent of the City Council.

Sale of Food and Drugs Acts.

In analysts' reports from Bermondsey, Folkestone, Hertfordshire, North Riding (Yorks), Southampton, and Walsall, all the drug-samples were certified as genuine.

The Bristol analyst examined six drug-samples during the past quarter. One was not up to standard, this being a sample of sweet spirit of nitre taken informally.

The East Riding (Yorks) analyst examined 61 drug-samples last quarter. Only one was reported against—a tincture of rhubarb 11.6 per cent. deficient in alcohol and 1 per cent. deficient in total solids.

Seven samples of drugs were analysed during the past fortnight by the Lambeth analyst. The only formal sample was one of Gregory powder, which was certified to be adulterated owing to it being made with magnesium carbonate.

The Sheffield analyst reports that one of the six samples of compound liquorice powder submitted last quarter was 50 per cent. deficient in sulphur. Of four samples of sweet nitre two were deficient in ethyl nitrite, one being practically destitute of this active ingredient. The remainder, as well as two camphorated-oil samples, were genuine.

Leicester Pharmacy Athletic Club.

The annual meeting of the above club was held on February 13, with Mr. F. J. Brett (President) in the chair. The Secretary and Treasurer (Mr. E. A. A. Fry) reported that the club had a satisfactory balance in hand. The season's cricket had been most enjoyable, although out of the fifteen matches played four only were won, whilst eight were lost and three drawn. The leading batting averages were : F. Fry, 28.2; E. Tomlin, 17.1; A. Ferguson, 15.3; H. Chawner, 13.1; D. Page, 9.8; E. Kimberley, 9.1. Three members had the good bowling averages of : H. Chawner, 9.07 for 57 wickets; A. Ferguson, 11.7 for 39 wickets; and E. Kimberley, 13.1 for 12 wickets.

The prizes given by the club were awarded as follows : Batting, E. Tomlin; bowling, H. Chawner; fielding, E. Ferguson. The officers for the present season were then appointed : President, Mr. F. J. Brett; Vice-Presidents, Messrs. H. W. Clear, E. A. A. Fry, A. D. Hearnshaw, G. E. A. Carfit, E. B. Ward, W. T. Lewis, S. Cleaver, F. W. Goddess, W. T. Hind, H. A. Martin, E. H. Wand, and E. T. Wilby; Secretary and Treasurer, Mr. E. A. A. Fry; Captain, Mr. H. Chawner; Vice-Captain, Mr. T. Peberdy; committee, Messrs. Tomlin, Dennis, Ferguson, and Foreman, in addition to the officers of the club.

Poison-licences.

Mr. W. G. Gough, seedsman, 44 Regent Street, Swindon, has applied to the Town Council for a poison-licence.

r. F. A. Greet, trading as H. M. Toomer, of 4 Northbrook Street, Newbury, Berks, has applied to the Town Council for a poison-licence.

The Burton-on-Trent Town Council have granted an application from Mrs. M. Morris, of 105-6 Derby Street, for a licence to sell agri-horticultural poisons.

The Ealing Borough Council on February 12 were informed that the General Purposes Committee had further considered the application of Mr. Mutimer for a licence to sell insecticides and weed-killers, and that, having had the views of a deputation from the Ealing and District Pharmacists' Association consisting of Messrs. Stockland, Weston, and Udale, it had been resolved to invite Mr. Mutimer to attend at the next meeting of the committee in order that he might have an opportunity of advancing his reasons for the application. (See *D.*, January 17, p. 35.)

From Various Courts.

At the Guildhall Police Court, London, on February 16, Joseph Ferminger (44), commercial traveller, Clapham, was bound over in the sum of 10*l.* on a charge of embezzling 2*l.* 6*s.*, the moneys of his employers, the International Sponge Importers, Ltd., 45 Houndsditch, E.C.

Two rag-gatherers named Goddard and Woodcock were prosecuted at Derby on February 13 for stealing six syphons, value 12*s.*, the property of Mr. Jas. Gilstrap, chemist and druggist, of Long Eaton. It was said that there had been continual loss of syphons. The Bench, however, dismissed the charges, owing to the evidence being inconclusive.

During an inquest on February 14 at West Heath Isolation Hospital, near Birmingham, it transpired that Nurse Mabel Freer had given three patients a teaspoonful dose each of an inhalation containing carbolic acid, eucalyptus, camphor, and ether in equal parts instead of cough-mixture. One of the patients, William Kendal (33), camphor, died. The nurse said she had taken the medicine from a cupboard and administered it without looking at the label because she was so sure as to its position. It was stated that the nurse has resigned. The Coroner's jury found that death was due to natural causes, but had been slightly accelerated by the administration of a dose of wrong medicine. The view was expressed that syphons, inhalations, etc., should be kept in differently shaped and differently coloured bottles.

At the inquest at Worcester on February 10 on Rosina Daniels (54), widow, who, the Coroner's jury found, had died from uræmia, Charles Burden, herbalist, 16 Bridge Street, Worcester, said he had been treating deceased for blood-poisoning. He gave her "blue flag" and "black salsify" roots to cleanse the blood, and dandelion to act on the liver and kidneys. None of those were poisonous substances. Witness said he was not a qualified medical man. He was a member of the National Society of Herbalists, and had been trained at that Society's College at Southport. The Coroner (Mr. B. Hulme) read a certificate of death signed by witness, who said such certificates have been accepted in other towns as a notification of death. Witness, in reply to the Coroner, said he charged for medicines, not for his services. Part of the un-repealed Act of Henry VIII., allowing herbalists' practice, was read. In reply to the argument that Burden was entitled to give a notification that the Registrar of Deaths must accept, the Coroner agreed it could be accepted as a notification but not as a certificate. To the contention that Burden's certificate was sent in as a notification the Coroner remarked, "It speaks for itself, I hereby certify."

ILLEGIT COCAINE.—Captain John Travis, of the *Seang ee*, was charged at Singapore on January 7 with using his ship for the importation of illicit drugs; 2,737 bottles of cocaine and 2 lb. of morphine were found behind the paneling of one of the cabins. The Magistrate imposed a fine of \$50 only, accepting the captain's statement that he knew nothing about the matter and that he had taken all precautions.

IRISH NEWS.

Subscribers are invited to send to the Editor newspapers containing news of trade interest. Please mark the items.

Brevities.

At the annual meeting of the Newry Chamber of Commerce last week, Mr. J. E. Connor, Ph.C., J.P., was re-elected President.

Mr. Robert Cambridge, J.P., registered druggist, Carrickfergus, has been appointed a Vice-President of the local Unionist Club.

The Governors of the National Maternity Hospital, Dublin, and of the District Lunatic Asylum, Ballinasloe, require tenders for the supply of medicines and medical appliances.

The Co. Wexford Infirmary Committee has accepted the tender of Dr. Hodder, Medical Hall, Wexford, for medicines at 10 per cent. off list-price. This was the only tender received.

On the motion of Mr. A. W. Mann, Ph.C., Lurgan Town Council are lodging a petition in the House of Commons against the Lurgan Gaslight and Chemical Co., Ltd.'s, Bill for supplying gas and power.

A correspondence is occupying the columns of a Dublin paper concerning the pharmaceutical examinations, the severity of which, it is complained, keeps out numbers of practical chemists well able to do the work.

The sale, by order of the War Office, of building sites for shops and warehouses on the Curragh Camp has enabled Mr. F. G. Young, Ph.C., Newbridge, to acquire ground upon which he intends to build a branch medical hall.

D. N. Stewart, Ltd., 98 Duke Street, Londonderry, is in voluntary liquidation. This step is being taken to enable Mr. D. N. Stewart, Ph.C., to resume sole control of the business. Mr. Stewart is taking over all the assets and liabilities of the limited company.

A fire occurred on February 14 in the unoccupied premises 52 Upper Sackville Street, Dublin, until recently occupied by Messrs. W. F. Wells & Co., chemists, who have moved to other premises in the same street. A good deal of damage was done to the building before the fire was subdued.

The Late Mr. Connor.

Mr. C. C. Connor, whose death was referred to last week (p. 42), was the patentee of a number of improvements in the manufacturing and bleaching process of linen which have since been extensively used in the trade. He was a director of various linen companies, and in 1892 founded the Irish Flax Spinning Co., Ltd., for employing a patent method in connection with the spinning of flax yarns. He also founded the Electro-lytic Alkali Co., Ltd., at Middlewich, in Cheshire, for the purpose of manufacturing soda ash and bleaching-powder by a process of which he was a joint patentee.

Guardians Doings.

Irish Boards of Guardians will during the next four weeks place the annual contracts for the supply of medicines and medical and surgical appliances for the year ending March 31, 1915.

In consequence of the Local Government Board's circular letter as to the method of conveying medicines and medicine "empties" to and from railway stations, the Clones Board of Guardians have decided to allow 1*l.* a year to defray the cost in Clones, Newbliss, and Roslea dispensary districts.

SIAM PEPPER.—The exports from Bangkok during 1912-13 amounted to 1,134 tons, as compared with 1,442 tons in 1911-12.

AMERICAN CHLOROFORM.—Since the reduction in the American tariff on chloroform from 10c. to 2c. per lb., there has been severe competition on that market by European makers, and prices have been reduced, the drop in acetone having also assisted matters.

SCOTTISH NEWS.

Subscribers are invited to send to the Editor newspapers containing news of trade interest. Please mark the items.

Edinburgh.

Professor Patrick Geddes last week delivered his third lecture of a series on the relations of Edinburgh to present-day movements. He dealt with skilled industries and their possibilities locally.

"The Royal Mile," the ancient thoroughfare from Edinburgh Castle to Holyrood Palace, was the subject of an interesting lecture given by Mr. Victor Wright on Wednesday in the Livingstone Hall, Edinburgh, under the auspices of the Newington Unionist Club. Councillor Inman, J.P., presided over a large audience.

The tall "land" or tenement near the head of the Lawnmarket, where formerly Dr. Anderson's pills ("Grand Angelica") were sold in a house on the second floor, has been bought by the Corporation, possibly for demolition. The building has been unoccupied for some time, and is said to contain two paintings of the doctor and his daughter. A portrait of the doctor (with a box of his famous pills) used to adorn the outside frontage of the tenement. The "Grand Angelica" were first introduced to the public about 1635.

FRENCH NEWS.

(From the "C. & D." Paris Correspondent.)

FROM SHOP-BOY TO SENATOR.—The record of a remarkable career is recalled by the recent death of M. Bassinet, a member of the French Senate. He started life as a shop-boy for a country pharmacist at the age of nine, when left an orphan and penniless. After various experiences he became a bricklayer, and by attending evening classes managed to educate himself, and finally rose in the building trade until he became a contractor. At thirty-seven years of age he was elected to the Paris Municipal Council, and some years later was President of that important body, the position being in some ways equivalent to that of Lord Mayor of London. Later he entered Parliament as a Senator.

THE HALF-DAY ON SATURDAY.—The question of a legally enforced Saturday afternoon holiday (what is here called the "semaine anglaise," or English week) cropped up recently at the Wholesale Druggists' Association, the authorities having addressed a series of questions as to the desirability of such a step. The gist of M. Dechaud's report, which was approved by the Association, might be summed up as "Punch's" advice to those about to marry, "Don't." He neither approved of a 54½-hours week or of a shortened Saturday. He incidentally remarked that "France is the country in which reform of labour laws has been most frequent during the last ten years," citing the ten-hours day in factories where women and young persons are employed, the Weekly Rest Act, the Employers' Liability Act, and the Old-age Pension Act. M. Darrasse remarked that French Bank Holidays are more numerous than English. In Great Britain Shrove Tuesday, Mid-Lent, Ascension Day, July 14, and August 15 (Assumption) are not holidays or half-holidays.

WHO DISCOVERED MORPHINE?—M. L. G. Toraude, the well-known Parisian pharmacist and writer on professional subjects, raises this interesting question. He claims the honour for Courtois, the nitre-manufacturer, the centenary of whose discovery of iodine was duly feted at Dijon last November. In 1802 Courtois, after having served some time as an army pharmacist, was engaged as preparator, first by Thénard and later on by Séguin. The latter, being busily occupied with his tanneries, passed to his assistant the study of opium, which he thought likely to give good results in such capable hands. On December 24, 1804, Séguin handed to the Institute a paper in which his collaborator mentioned that he had extracted from opium a crystalline body possessing alkaline reaction and susceptible of forming salts when combined with

acids. This paper was not published in the "Annales de Chimie" till ten years later. Courtois was apparently lacking in confidence. In 1817 Sertürner was bolder, and in consequence luckier, and has gone down to posterity as the discoverer of morphine. Vauquelin seems to have considered that the honour of the discovery belonged to Séguin himself. Cauetou attributed it to Sir Robert Boyle. There is evidently an interesting opening here for those who love antiquarian research and discussion.

[The facts as to Séguin and Sertürner are fully set forth in Wootton's "Chronicles," Vol. II., pp. 244-245. The year of Sertürner's first paper was 1806.—EDITOR C. & D.]

THE NEW BRAZILIAN CUSTOMS TARIFF again formed the subject of discussion at the last meeting of the Paris Association of Wholesale Druggists. The President said he had learnt that the tariff had passed its second reading in the Brazilian Chamber of Deputies, and had been handed to the Senate, but that the Upper House had consented, in view of the claims made by those affected, to postpone the discussion of the measure. In the meantime the various French Associations are drawing up comparative tables of the difference between the old and new tariffs, presumably for the information of the French Foreign Office. The Chemical Manufacturers and Pharmaceutical Manufacturers have already completed their tables; the Perfumery Association is still at work. In Brazil, it seems, articles are usually demanded by small quantities—e.g., 5 grams of sulphate or hydrochloride of morphine; so that if the duty is a fixed one, levied on the gross weight of package, it becomes excessive. This explains how the increase of the rate on morphine figures out at 1,207 per cent., and of quinine at 1,625 per cent., as compared with the existing tariff. Another communication received by the same Association implied that the Committee appointed to examine the new tariff voted by the Lower House had decided, in view of numerous protests, to take net instead of gross weights as a basis. This would give general satisfaction, but unfortunately the news is not official. The President incidentally mentioned that San Salvador had drawn up a project increasing the duty on pharmaceuticals by 50 per cent., but had been induced to withdraw the scheme.

COLONIAL AND FOREIGN NEWS.

CAMPHOR IN THE PHILIPPINES.—The possibilities of the production of camphor in the Philippines is to be tried on a large scale by the local Bureau of Forestry, with the assistance of the Bureau of Education. Preliminary investigations have been going on for the past two years, and practical experiments will soon be made in many parts of the Archipelago.

PROPRIETARIES IN VENEZUELA.—Under No. 393 of the Venezuelan Tariff, patent or secret medicines which have not been approved by the "Junta de Examen y Clasificación" pay a duty which, with various surtaxes leviable, amounts to 2,935 bolivares per kilo. gross weight; while under tariff No. 354 patented medicines and drugs which have been approved by the above-mentioned "Junta," as also drugs, medicines, and chemical and pharmaceutical products not specially provided for in the tariff, pay duty at the rate of 1,957 bolivares per kilo. gross weight. In connection with the foregoing, a despatch from the Acting British Vice-Consul at Caracas has been received by the Board of Trade, reporting that the "Juuta" have recently issued the following decision :

Medicines imported in special receptacles, such as bottles, boxes, tubes, etc., in the original wrappers of the manufacturer, to be sold to the public in the form in which imported, are to be regarded as patent medicines. Extracts, elixirs, wines, syrups, pills, etc., which are imported in bulk without special packing, and which the pharmacist retails in his own bottles or boxes, are to be regarded as drugs, medicines, etc., not specially provided for.

It thus appears (says the "Board of Trade Journal") that pharmaceutical products and medicines, if imported into Venezuela already put up for retail sale, must be approved by the "Juuta" before the lower of the two rates of duty can be claimed.

AUSTRALASIAN NEWS.

"Chemist and Druggist" is subscribed for and supplied weekly to all the members of nine Chemists' Societies in Australia and New Zealand.

New Zealand.

CUSTOMS MANAGEMENT BILL.—A Bill making provision for the collection of Customs duties in the Dominion will come into operation on April 1, 1914, having passed the House of Representatives on December 11. Certain clauses dealing with the importation of *ad valorem* goods were published in the "Board of Trade Journal" (February 5). As regards the importation of medicinal and pharmaceutical preparations it is provided, under Section 125, that their market value for the purpose of *ad valorem* duty shall be deemed to be the fair market value of such preparations when completely manufactured, put up, labelled, and sold under such proprietary or trade name in the country of export, notwithstanding the fact that at the time of exportation or importation the preparation may not have been completely manufactured, put up, and labelled as aforesaid, but deducting the estimated cost of labour and material used or expended in New Zealand in completing the manufacture thereof or in putting up or labelling the same.

Victoria.

CALICAL EXAMINATION.—At the meeting of the Council of the Pharmaceutical Society on December 3 Messrs. Kernot, examiners, reported that fourteen candidates had presented themselves at the examination on the principles of optics on November 19 for the certificate of the Victorian Optical Association, and that nine passed. The class has returned a small profit to the Victorian Optical Association and to the College of Pharmacy after allowing fifteen guineas for the purchase of apparatus. At the same meeting copies of the Bill to provide for the registration of opticians were laid on the table, and it was resolved to request the Chief Secretary to insert a clause protecting the rights and privileges of registered pharmaceutical chemists similar to the clauses in the Medical, Dental, and Veterinary Acts.

CEYLON NEWS.

CEYLON GOVERNMENT LABORATORY.—The Ceylon Government has decided to erect a new laboratory and office for the Government Analyst at a cost of about 150,000 rs. The building will have the most up-to-date equipment, and will be fitted up to serve all present and future requirements of the Colony.

COCAINE DEFINED.—The draft of an Ordinance to amend the Excise Ordinance No. 8 of 1912, appears in the "Ceylon Gazette." The object is to define "cocaine," to supply an omission in the principal Ordinance. Cocaine is defined so as to include coca-leaves, alkaloids of coca, and every other intoxicating drink or substance prepared from the cocoa-plant (*Erythroxylon Coca*), and all drugs, synthetic or other, having a like physiological effect to that of cocaine.

CEYLON POISONS LAW AMENDMENT.—The publication of a draft of the new Pharmacy and Poisons Ordinance (see *C. & D.*, February 7, p. 40) has, says the "Times of Ceylon," already aroused both criticism and protest. At the present time anyone can open a chemist's shop and in Ceylon, displaying the familiar red lamp, and, provided he can arm himself with a licence to sell poisons, as a chemist, though in possession of no qualifications worth speaking of. As it is, a number of ordinary druggists hold licences to sell poisons, having satisfied the Government agents that they have "sufficient skill and habitual caution," and paid the sum of 5s. per annum. The "Times" says that the chief obstacle in the way of reform appears to be the fact that there is no provision for training apothecaries except in the Medical College, and those who are educated and trained free of charge at that institution have to sign an agreement to give their services to Government for a certain number of years.

LEGAL REPORTS.

TRADE LAW.

Chemists' Window-smash.—Last week Judge William Evans heard in the Llandrindod County Court evidence in an action by Mr. William S. Bound, chemist, Llandrindod Wells, against Arthur Hughes, hackney-carriage proprietor, for damages caused to goods by a horse belonging to defendant plunging through plaintiff's shop-window in May 1912. The Judge ascertained that the horse was frightened by a horse in front backing a little, and defendant's horse was hit by the vehicle and plunged, the shafts striking plaintiff's window. The Judge held that there was no evidence of negligence, and gave a verdict for defendant.

A Soapmaking-machine.—In the City of London Court on February 12, before Sir John Paget, Bart., K.C., Deputy-Judge, and a jury, an action was brought by Mr. Charles F. Davis, 18 Billiter Buildings, Billiter Street, E.C., to recover the sum of 100*l.* against Graham & Cope, Ltd., soap-manufacturers, Glebe Mills, Dewsbury, damages for breach of contract in reference to the sale of an autoclave for 630*l.* which they effected for the defendants to the Chiswick Soap and Polish Co., Ltd. The question was whether the plaintiff was entitled to commission, as the negotiations which he initiated were broken off, and the sale was completed by the defendants. Ultimately the jury found for the plaintiff for 65*l.* and judgment was given accordingly.

Judge Parry on Sea-serpents and the Society.—At Tonbridge County Court on February 9, the Pharmaceutical Society unsuccessfully sued E. North, of High Street, Tonbridge, for a penalty of 5*l.* for selling mercuric sulphocyanide in the form of "sea-serpents." The prosecutors were not aware until the case came into court that the defendant was a lady, and their legal representative wanted to amend the summons, but Judge Parry refused, remarking that it was outrageous to take such action in regard to a penny toy. He could not believe that the heads of the Society really knew they were prosecuting a lady for selling a trumpery little toy. Miss North informed the Judge that she would not have sold the article if she had seen the box was marked "Poison." His Honour entered a non-suit, with costs, and suggested that it would have been better had the Society warned tradesmen by circular against selling the article.

Chemist's Negligence Alleged.—In the King's Bench Division, Dublin, on February 13, before Mr. Justice Dodd, the case of *Tumulty v. O'Hagan* and another was mentioned, on application on behalf of the plaintiff, an engine-driver, employed in a Newry mill, for discovery of documents. The action was brought against Charles O'Hare, pharmaceutical chemist, carrying on business as O'Hagan and O'Hare, in Hill Street, Newry, to recover damages for loss sustained through the death of his daughter, Alice Tumulty, which he alleged was caused by the negligence of the defendants or their servants. In March last, Mr. Dickie stated, plaintiff's daughter became ill, and was attended by Dr. Grant, who prescribed for her. The prescription was made up by the defendants, who, it was further alleged, sent the wrong bottle to the deceased; that was to say, that a bottle intended for someone else was sent to her. The defendants traversed the alleged cause of action, and denied the alleged negligence. Mr. Justice Dodd granted the application.

Prussiate-of-Potash Contract.—At Bow County Court, before Judge Smyly, K.C., on February 13, H. D. Pochin & Co., Ltd., Salford, Manchester, claimed from the Crown Chemical-works, Stratford, 39*l.* 4*s.* 10*d.*, damages for breach of contract. The facts of the case were that on July 7, 1913, plaintiffs wrote asking for a quotation for prussiate of soda. Defendants replied saying that the price was 4*1/2d.* a pound, but by a mistake in the letter they put the words "prussiate of potash" instead of soda. The price of the potash salt was 5*1/2d.* to 5*3/4d.* A few days later plaintiffs wrote asking for a sample of prussiate of potash, and this was forwarded on July 22. On Saturday, July 25, defendants received an order for 3 tons of yellow prussiate of potash at 4*1/2d.* per lb., and on the following Monday they telegraphed to plaintiffs that they would be unable to execute the order. The plaintiffs replied that in order to satisfy their customer they would have to buy against defendants. Defendants telegraphed back that they could not be liable, and followed this up by a letter stating that, as no firm quotation had been made, they were not responsible for any expense plaintiffs might have incurred. The plaintiffs then wrote pointing out that the order had been given on a sample supplied by the defendants at a much later date. The plaintiffs were willing to admit that the defendants had made a mistake in the price, as they had found that out for themselves when they had to go into the

market to purchase to cover themselves, as their buyers, Messrs. Lewis Berger & Sons, insisted on the delivery. Plaintiffs actually purchased 3 tons 1 ewt. at 5*sd*. as against the contract price of 4*sd*., and they now sued for the difference. The defendants denied all liability, and depended on the custom in the chemical-trade. Evidence was then given for the plaintiffs by Mr. John Blaming, their sales manager, and Mr. Pochin, one of the directors. For the defence evidence was given by Mr. Robert Reitmeyer, proprietor of the Crown Chemical-works, who said that in quoting the soda price for potash his firm made a mistake; but had the offer been accepted at once by the plaintiffs he would have executed the order. He, however, contended that no quotation was binding unless it was expressly stated to be a firm quotation. Any quotation sent by post had to be accepted by the return post, and if sent by wire had to be accepted by wire the same day. This was done because of the fluctuations of the market, and because it was impossible to retain the stocks long. Sometimes the stock was altogether exhausted. Mr. Chas. Mangold, chemical-broker, 9 Mincing Lane, said that no quotation is binding unless it specifically states the fact; unless it is quoted firm, no notice is taken of it, and a quotation sent by post would be forgotten. That is the custom of the trade. Mr. Walter S. Phillips, 141 Fenchurch Street, E.C., agreed, as also did Mr. Wilson, a market clerk.—His Honour, in giving judgment, said if there had been any proof that the error was known then the contract would not have stood, but there was no proof. It therefore came down to a contract "Yes" or "No." The usual rule is that when a person makes an offer to sell, it remains open for a reasonable time, according to the nature of the business. The real defence was the peculiar custom to which Mr. Reitmeyer spoke. Continuing, his Honour said: "The witnesses called were brokers, and they spoke as to the custom of their own trade; they did not say it is the custom of the merchant. They said that a quotation by post is of no value at all, and that is not what the managing director thinks, or he would not have been willing to accept by post. It seems clear to me that an answer should have been sent at once if the order was not accepted, and instead of saying the order was late they said they would let the plaintiffs know. If the plaintiffs were bound to reply by return, surely the defendants were bound to do the same, according to this custom of the trade. I think plaintiffs have made out their case, and award them the amount claimed, with costs."

High Court Cases.

Unless when otherwise stated these cases have been heard in the High Court of Justice, London.

BRITISH MEDICAL ASSOCIATION.

Mr. Justice Warrington, in the Chancery Division on February 17, heard a petition by the British Medical Association, under the Companies (Consolidation) Act, 1908, for the Court's confirmation of alterations in the memorandum of association, principally as to objects. The Association's counsel (Mr. Colquhoun Dill) stated that it was incorporated under the Companies Act, 1874, the licence of the Board of Trade being granted to dispense with the word "Limited." The main alteration asked for was to give express power to purchase land and take it on lease and to mortgage. The Association had some very valuable property in a site at the corner of the Strand and Agar Street. They had an overdraft at the bank of 45,000*l.*, money spent in equipping that property, and that was a kind of banker's loan, not a mortgage, and the rate of interest varied with the bank-rate, and had been up to 7 per cent. As a matter of good finance, they felt it was better to get a mortgage. The alteration proposed had to do entirely with the property mentioned. With the exception of the matter in respect of which the mortgage was asked for, there were practically no debts. The application was granted.

A CELLAR-FLAP APPEAL.

The appeal by Messrs. Charles Zimmermann & Co., 10 St. Mary-at-Hill, London, E.C., from the judgment of the London Recorder awarding 50*l.* damages against the appellants to a boy, Hall, who fell down their cellar in January 1912 and injured himself (see *C. & D.*, January 31, p. 190), came before a Divisional Court of the King's Bench Division, composed of Justices Banks and Avory, on February 13. Mr. Neilson appeared for the appellants, and in the course of his argument said the boy, who was thirteen years old, was walking along St. Mary-at-Hill and he turned to look at a motor and did not observe the flap on the appellants' cellar opening, and

fell down into the cellar. The cellar-flap was opened daily, and the flaps were kept up by a bar 2 ft. 5 in. from the pavement. The boy had admitted that at the time of the accident he was not looking.

Mr. Justice Banks: But is contributory negligence alleged here?

Counsel: No.

Mr. Justice Banks: Then is not the flap and bar when open an obstruction to the highway and a nuisance?

Mr. Neilson said he would submit that it was not a nuisance to a person who was using the highway reasonably. The flap had been there for a very long time, and there were hundreds of similar flaps all over the City, so that the question was one of reasonable user of the highway. He submitted that the Recorder should have told the jury what constituted a nuisance. A small sum of money was involved, but the question was one of very great and general importance to commercial houses and to City merchants. Counsel also urged that there was no direction by the Recorder as to reasonable user of the highway.

The Court, without calling on the respondents, dismissed the appeal, with costs. Mr. Justice Banks expressed the view that there had been no misdirection, and Mr. Justice Avory agreed. Leave to appeal further was refused.

Shops Act, 1912.

PORTER OR SHOP-ASSISTANT?

The hearing was resumed at Dublin by Mr. Macinerney, K.C., Metropolitan Police Magistrate, on February 13, at the suit of the Dublin Corporation against Mr. James Corcoran, pharmaceutical chemist and wholesale druggist, 76 Talbot Street, Dublin, for failing to comply with Section 1 of the Act by employing about the business of the shop a shop-assistant named Thomas O'Reilly for every day of the week ending December 6, 1913, after 1.30 P.M. The first hearing, on January 30, was reported in the *C. & D.*, February 7, p. 42. The adjournment was to get O'Reilly's evidence. Mr. Byrne, solicitor, who appeared for Mr. Corcoran, now stated that he was unable to say what the evidence was to be. O'Reilly had served Mr. Corcoran with notice, and was leaving his employment.

Thomas O'Reilly, having been sworn, stated, in reply to Mr. Burke, solicitor, who appeared for the Corporation, that he had been in Mr. Corcoran's employment for ten years doing the oil and colour business. Replying to the Magistrate, he said he used to sell all classes of paints and oils. He started at 8.30 A.M. He swept the shop and washed it; that took about twenty minutes. He next lighted the fire, and that took about ten minutes. He then came to the oil and colour counter, and remained there until the dinner hour. After dinner he returned to the shop, and remained until 8.30 P.M. He used to be an hour in the store. The work he did was principally in the shop getting ready articles for despatch. If anybody went into the shop to get paints or putty or anything like that he supplied them. He only drove a horse and van one day when the man was ill. In cross-examination by Mr. Byrne, witness said he only did messages across the street once a day. He was employed nine hours a day, and spent more than five hours in the shop serving customers. After further questions and answers,

Mr. Macinerney held that O'Reilly was mainly employed in the shop, no matter what his calling, and decided that in the present case he was a shop-assistant.

Mr. Burke suggested that a nominal fine of 1*d.* should be imposed on Mr. Corcoran.

Mr. Macinerney: I will caution him.

Veterinary Surgeons Act.

"M.T.C.V.S."

At Clacton-on-Sea on February 16, Harry Victor Fenn was summoned, at the instance of the Royal College of Veterinary Surgeons, for using the description "M.T.C.V.S.," which, the College submitted, implied that he was a member of the College. There was a second summons for stating that he was specially qualified to practise veterinary surgery. Mr. E. R. Thatcher, for the prosecution, said he understood that defendant claimed

to be a member of the Toronto College of Veterinary Surgeons, but the diploma of that College is not recognised by the prosecuting College. Defendant told the Magistrates that the letters on his plate denoted that he was a member of the College of Veterinary Surgeons of Canada. He asserted that four years ago the Secretary of the Royal College told him that he did not think they could prevent him using the letters named, providing he did not put on the plate "Veterinary Surgeon." The Clerk remarked that if defendant had put the word " pronto " it would have been different; defendant must not call himself a veterinary surgeon in England. The Bench imposed a fine of 5s. and 4s. costs on the first summons, and the second was withdrawn.

LIMITED COMPANIES.

New Companies Registered.

P.C. means Private Company and R.O. Registered Office.

NEUMOSAN CHEMICAL FABRIK, LTD. (P.C.)—Capital 3,000*l.*, in 1*l.* shares. Objects: To carry on the business of chemists, druggists, drysalters, oil and colour men, etc., and to adopt an agreement with A. Newton. The first directors are A. Nutton and S. Cartwright. R.O., 132 Great Portland Street, London, W.

MACKNIGHTS, LTD. (P.C.)—Capital 10,000*l.*, in 1*l.* shares (100 first preference, 1,000 second preference, and 8,000 ordinary). Objects: To take over the business of MacKnight & Clark, chemical manufacturers, Frodsham Bridge, Cheshire. MacKnight is first managing director. R.O., 51 North John Street, Liverpool.

TATE, LTD. (P.C.)—Capital 2,000*l.*, in 1*l.* shares. Objects: To take over the business of a pharmacist carried on by A. Tate at 7 Belgrave Mansions, Grosvenor Gardens, S.W. The subscribers and first directors are H. F. Simnett, 2 Englands Lane, Hampstead, N.W., pharmacist; and G. Price, 22 Algiers Road, Ladywell, S.E., pharmacist.

H. PRATT & CO., LTD. (P.C.)—Capital 2,000*l.*, in 1*l.* shares. Objects: To take over the business carried on at Bartholomew Street, Newbury, by T. H. Pratt, to carry on the business of operative, manufacturing, analytical, and dispensing chemists or druggists, druggists' sundriesmen. The first directors are T. H. Pratt (permanent), W. B. Att, and C. J. Crawshaw.

HALLIDAY, LTD. (P.C.)—Capital 500*l.*, in 1*l.* shares. Objects: To carry on the business of pharmacy and druggists, chemists and druggists, vendors of drugs, sons, medicines, and chemicals, dispensers of medical prescriptions, etc. The subscribers and first directors are T. Halliday and Mrs. A. Halliday. R.O., Rochdale Road Pharmacy, Oldham.

Company News.

PRICE'S PATENT CANDLE CO., LTD.—The directors recommend a dividend of 2*s.* per share.

DAVID THOM & CO., LTD.—We find that the dividend on preference shares recommended by the directors is per cent., not 2*s.*, for the year.

STOLZ ELECTROPHONE CO. (1913), LTD.—In the Chancery Division (Company's Winding-up Court) on February 17, Justice Astbury, on the petition of Mr. A. Hyman, ordered the compulsory winding-up of this company. Counsel for Messrs. Sell said his clients were creditors forwards of 1,100*l.* They recovered judgment and issued execution, but the petition was issued two days previously, owing regard to the circumstances, and seeing that there seemed a little difficulty as to the petitioner's position as creditor, his clients were quite willing to be substituted as titling creditors.

HARRIS & SHELDON, LTD.—The directors report that the profits to December 31, 1913, amount to 14,223*l.* 5*s.* 7*d.*, and after making ample provision for depreciation, full allowance for bad and doubtful debts, and paying all management expenses, there remains a balance of 12,533*l.* 11*s.* 4*d.*, including 2,620*l.* 19*s.* brought forward from 1912, which it proposed to deal with as follows: To confirm dividend on preference shares for the year ended December 31, 1913, ready paid, 2,029*l.* 15*s.* 6*d.*; to leasehold buildings redemption on account, 340*l.*; to pay directors' fees, free of income, 500*l.*; to reserve, 4,000*l.*; to pay a dividend on ordinary shares of 7*s.* per cent. for the year ended December 31, 13, 2,411*l.* 18*s.* 6*d.*; and to carry balance forward of 251*l.* 17*s.* 4*d.*, making a total of 12,533*l.* 11*s.* 4*d.*

BIRTH.

Authenticated notices are inserted without charge.

BARRS.—At 106 Church Street, Kensington, London, W., on February 7, the wife of P. Baris, pharmacist, of a son.

MARRIAGES.

Authenticated notices are inserted without charge.

BURNETT-JUDSON.—At St. John's Church, Altrincham, on February 17, by the Rev. Canon Wainwright, M.A., John Burnett, Ph.C., Kirbymoorside, Yorks, to Jane, daughter of the late Mr. R. M. Judson, Bloomsbury House, Pocklington.

HOOSON-DAVIES.—At Chester Street Baptist Chapel, Wrexham, on February 11, Herbert Hooson, son of Mr. E. Esmor Hooson (T. Esmor Hooson, Ltd., chemists, Mostyn Street, Llandudno), to Edith Davies, daughter of Mr. I. W. Davies, Larkfield, Wrexham.

DEATHS.

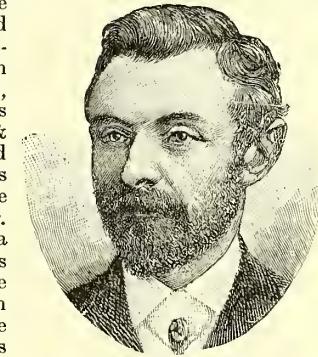
Authenticated notices are inserted without charge.

BAIN.—At Gateshead, Mr. Donald Daniel Bain, F.C.S. Mr. Bain was a native of Wick, and about thirty years ago became analytical chemist at Messrs. Allhusen's Alkaline works, and subsequently manager.

BROUGHTON.—At 11 Arran Avenue, Brooklands, on February 14, Mr. Thomas Broughton (late with J. Woolley, Sons & Co., of Manchester), aged fifty-nine.

CROSS.—At Marchbankwood, Beattock, Dumfriesshire, on February 13, Sir Alexander Cross, Bart., formerly M.P. for the Camlachie Division of Glasgow, aged sixty-seven. Sir Alexander Cross was the son of Mr. William Cross, founder of the business of Alexander Cross & Sons, Ltd., seedsmen and fertiliser manufacturers and merchants, 19 Hope Street, Glasgow. As Mr. Alexander Cross and a Liberal-Unionist, he was elected for the Camlachie Division of Glasgow in 1892, and retained the seat for eighteen years until January 1910, when he stood as Liberal Free Trader and lost his seat.

While in Parliament he was responsible for passing into law the Heritable Securities (Scotland) Act, 1894, and he was otherwise much interested in housing questions. In 1895 his firm and an assistant were prosecuted under the Pharmacy Act by the Pharmaceutical Society for selling an arsenical compound called Ballikinrain Ant-destroyer. This was the beginning of a long fight between the Society and Mr. Cross, and the above was not the only case that the firm had to defend; in fact, Mr. Cross was an uncompromising fighter, and took advantage of every possible technical point. The Court of Session had to settle some for him and the Society. Ballikinrain Ant-destroyer became notorious, Mr. J. Rutherford Hill on many occasions producing it as evidence of the loose manner in which poisons were sold by dealers who were not registered chemists. Mr. Cross's opposition to the Society commenced with the Pharmacy Bill of 1898, and he first gave expression to his views in a lobby conversation with a representative of THE CHEMIST AND DRUGGIST in April of that year. Our portrait is from a photograph taken then. The ultimate result of the attempted legislation of that year



SIR A. CROSS.

was the appointment of a Departmental Committee to inquire into the demands made by Mr. Cross and others who were interested in the sale of agricultural and horticultural poisons. On that Select Committee first the late Mr. William Martindale, then Mr. Walter Hills, served for chemists and druggists, Mr. G. T. W. Newsholme, as President of the Pharmaceutical Society, being the principal witness on behalf of pharmacy. But the Committee overwhelmingly recommended legislation on the lines which Mr. Cross advocated, and the principle was embodied in the measure that became the Poisons and Pharmacy Act, 1908. After his retirement from Parliament, Mr. Cross received a baronetcy in June 1912, on the occasion of the King's birthday. Sir Alexander took an active interest in agriculture, and was recognised as one of the foremost in Scotland in bringing the discoveries and developments of scientific progress within the reach of practical farmers. He was at one time President of the Scottish Chamber of Agriculture, and was a Governor of the West of Scotland Agricultural College. He is succeeded in the baronetcy by his son, Major William Coats Cross, whose mother was a daughter of the late Mr. Peter Coats, Paisley.

COOK.—At Grimsby, on February 14, Mr. Robert Cook, J.P., Ph.C., "Millfield," Bargate, Grimsby, aged fifty-nine. Mr. Cook succeeded his father, Mr. Robert Cook, in the pharmacy at 1 Old Market Place, Grimsby, taken over in 1907 by his former manager, Mr. R. C. Johnson. Mr. Cook was also an aerated-water manufacturer, but disposed of this business separately. He passed the Minor in 1874, and the Major in 1877, after studying at Muter's School of Pharmacy in London. Mr. Cook took an active part in the town's public business. He was made a Justice of the Peace in 1898, and was a Freeman of the Borough, and Overseer of the Poor. He was a member of the Druids' Friendly Society, and at one time director of the "Grimsby Times and Telegraph" Co., Ltd. Mr. Cook took a keen interest in sport, and was a director of the Grimsby Town Football Club, his last appearance being at one of its matches. He leaves a widow, two sons (Jack and Leslie), and a daughter. The funeral, which took place at Bradley, near Grimsby, was largely attended.

EVANS.—At Bryn Villa, Brynmawr, Brecknockshire, on February 16, Mr. Alfred Edwards Evans, chemist and druggist, aged sixty-seven. Mr. Evans was in business prior to the 1868 Pharmacy Act.

HOLMES.—At 21 High Street, Sutton, Surrey, on February 14, Mr. Walter Murton Holmes, Ph.C., aged sixty-five. Mr. Holmes was formerly in business at 7 Belgrave Mansions, Grosvenor Square, London, S.W., until his retirement a little over ten years ago, when he disposed of the business to Mr. Anthony Tate (see p. 51). Mr. Holmes passed the Major examination in July 1869, having been a Minor man when the Pharmacy Act, 1868, came into force. For some years when he was in business in the West-end he was a member of the Pharmaceutical Board of Examiners for England and Wales, and our portrait is as he was in 1896, when his colleagues on

the Board comprised Mr. F. Bascombe, Mr. Claridge Druce, Professor P. F. Frankland, Professor Reynolds Green, Professor H. McLeod, Mr. F. Ransom, Mr. J. E. Saul, Mr. A. C. Seward, Mr. G. S. Taylor, and Mr. Edmund White. Such a combination of talent among pharmaceutical examiners is rare, four of these gentlemen being Fellows of the Royal Society. Mr. Holmes examined in pharmacy. He was an accomplished microscopist and geologist; evidence of his geological knowledge is embodied in an article by him on "British Minerals" in *The Chemist and Druggist Diary*, 1902. He was not related to Mr. Holmes, the Curator of the Pharmaceutical

Society's museums, but he had much in common with him, such as exactitude in observation and courteous and pleasant manners.

MILLER.—On February 13, Mr. Thomas Miller, chemist and druggist, of High Street, Wednesfield, Staffs, aged sixty-eight. Mr. Miller, who had been ill for a long time, passed the Modified examination in 1873. He had been in business in the town for nearly forty years. Mr. Miller had served on the old School Board.

PARTINGTON.—At 28 Cheetham Street, Manchester, on February 5, Mary, widow of Mr. Wm. Partington, chemist and druggist.

SMILEY.—At Killinchy, co. Down, on February 11, Mrs. William Smiley, suddenly. Mr. J. R. Smiley (Messrs. C. R. Harker, Stagg & Morgan, Ltd.) is her only son.

SUDLOW.—At 52 Sinclair Road, West Kensington, London, on February 17, Mr. Robert Clay Sudlow, formerly general manager to Messrs. Burroughs Wellcome & Co., aged sixty-eight. Although Mr. Sudlow had retired from the general management of the business, he had remained in the honorary position of treasurer, and came into the City almost daily until Christmas, when an attack of bronchitis confined him to his room. To the sorrow of those friends who were privileged to call on him, it was noticed that his strength was ebbing, and his quiet death on Tuesday morning from heart-failure was not unexpected. Mr. Sudlow was



MR. R. C. SUDLOW.

man of great personal charm, large-hearted, sympathetic, and gifted with that attractiveness which is not uncommon among Freemasons of high degree. He was a native of Liverpool, his mother being a niece of Mr. Robert Clay, of Clay & Abraham and Clay, Dod & Case, and his father was a stockbroker there. Shortly after his birth his mother was ordered south on account of her health, and the whole family ultimately settled in Clapham, London, where Robert Clay Sudlow began his education preparatory to entering upon the medical curriculum. But fortune took him to the City, where his commercial experience began with Messrs. Simpson Brothers, general merchants, Gracechurch Street, and it was extended with Messrs. Provezende, Caldas & Co., Cornish & Co., and Charles Ellis & Co. From the last-mentioned he went in 1879 to Mr. S. M. Burroughs as one of the first whom he engaged when he came to this country in that year. Mr. Henry S. Wellcome joined Mr. Burroughs as partner a few months later, and with the settlement of the firm at 7 Snow Hill began that extraordinary enterprise and development which have made the name of Burroughs Wellcome & Co. known in all parts of the earth. Mr. Sudlow attended to the business side, and well he did it, receiving not only the confidence and friendship of his principals, but the respect of all customers who came in contact with him, and the devotion and esteem of his fellow employés. When he joined the business he was one of a staff that could be counted on the fingers of one hand; when, after twenty-six years, he retired from the general management, 1,300 were on the pay-roll. The path of that long association was strewn with recognitions of his worth. Thus he had not completed his first decade in the business when his fellow employés gave him a piece of silver plate as a mark of regard. In 1900, when he attained his "tabloid" majority, a magnificent silver loving-cup was given to him by them, after Mr. Wellcome had presented, "as a little expression of affection and regard" for Mr. Sudlow, a gold



MR. W. M. HOLMES.

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tech with the monogram "R.C.S." in diamonds. Five years later, when Mr. Sudlow retired from the management, Mr. Wellcome had designed for the occasion a Sudlow medal which (struck in gold) he presented to Sudlow, "in commemoration of his loyal and efficient services," replicas going to others associated with him. Mr. Sudlow's connection with Freemasonry commenced with his initiation in the East Surrey Lodge Concord, 463, in 1877. Amongst the offices which he held were Senior Grand Deacon of the Grand Lodge of England and senior member of the Committee of the Education Lodge of Improvement. He was also a musician of no mean order, and as a youth played a church organ. There were few finer speakers and orators in the British drug-trade; his wit always sparkled and never hurt. "While well maintaining discipline," writes one of his colleagues, "he endeared himself to employés of every grade by his unfailing sympathy and constant interest in their welfare." At times, we may add, he himself actually needed sympathy more than those whom he consoled and cheered, for the latter years of his life were clouded by the continued illness.

Mrs. Sudlow, to whom he was devoted, and who survives him.—A funeral service will be held in the West Ealing Congregational Church, Castletown Road, W., Saturday, February 21, at 1.30 p.m.

SUTHERLAND.—At Craigard, Dullatur, Stirlingshire, on February 13, Mr. John William Sutherland, Ph.C., formerly of Messrs. Frazer & Green, Ltd., aged fifty-two. Mr. Sutherland had been ailing for a year or two, and

recently his continued indisposition induced his retirement from the managing-directorship of Messrs. Frazer & Green, Ltd., Glasgow, in which he was succeeded by Mr. J. Reid Douglas, Ph.C., last Christmas. Mr. Sutherland was a native of Brora, Sutherlandshire, and as a lad between sixteen and seventeen went south to Edinburgh, where he was apprenticed to Messrs. H. C. Baildon & Son, Princes Street, his fellow-apprentice being

MR. J. W. SUTHERLAND.

Dr. George Coull. During the apprenticeship, and on the first opportunity after he reached his majority, Mr. Sutherland passed the Minor examination in July 1882. After his apprenticeship he went to Carlisle as an assistant to Mr. John Holliday, and was also for a time in a London West-end pharmacy. Having passed the Major examination in 1885, he in the following year acquired the business of Mr. William Pool, 68 High Street, Dumfries, which he developed well; and he also had an interest in another local business which he subsequently disposed of to the late Mr. John Keith, of Newton Stewart and Blyth. Mr. Sutherland's abilities as a practical pharmacist were early recognised by the Pharmaceutical Council, which, on the nomination of the Society's North British Branch, appointed Mr. Sutherland a member of the Board of Examiners for Scotland in December 1893. This position he held, with intervals, until comparatively recently. In March 1897 Mr. Sutherland became a partner with Mr. Daniel Frazer in the business of Frazer & Green, Buchanan Street, Glasgow, with various branches in the city. This business was a few weeks later registered as a limited company, with a capital of 25,000*l.*, Mr. Sutherland being one of the directors, and after Mr. Frazer's death he became the managing director. He had for many years been a member of the Council of the Proprietary Articles Trade Association, and also took a working part in the business of the Chemists' Defence Association, Ltd. He took an active part as a member and officer in the affairs of the Glasgow and West of Scotland Chemists' Association and the Glasgow and West of Scotland Chemists' Trade Association, both of which he served as President, and was not slow in taking his share of any

work connected with pharmaceutical organisation. When the Rexall branches in the United Kingdom were proposed Mr. Sutherland was one of the deputation of pharmacists who visited the United States in 1911 on the invitation of the United Drug Co. He was twice married, and is survived by Mrs. Sutherland and two children. The funeral (by motor-hearse and coaches) took place at Cathcart Cemetery, Glasgow, on Monday afternoon, February 16, and was largely attended, the mourners including Messrs. Alex. Sutherland, D. G. Sutherland, M.B., C.M., and Wm. Sutherland (brothers), Sinclair Sutherland (son), M. Macdonald (Provost of Invergordon), J. P. Gilmour (Chairman of the Executive of the N.B. Branch, Pharmaceutical Society), Peter Boa (Board of Examiners for Scotland); and Messrs. T. Guthrie (Vice-President), G. S. Kitchin (Secretary), A. McMilton (Treasurer), and J. Lennox (Past-President), Glasgow and West of Scotland Chemists' Association. The many beautiful wreaths with which the coffin was covered included one with a suitable inscription from the Glasgow Association.

We learn that Mr. Sutherland's services to the C.D.A. and P.A.T.A. were much appreciated, particularly his wisdom in counsel and his fine business methods. His death creates a real blank in the Executive arrangements, and is much deplored by the Councils and staff.

PERSONALITIES.

Authenticated information for this section will be received by the Editor, and published, if not in the nature of advertisement.

MR. H. H. HEWITT, Treasurer of the Public Pharmacists' Association, has been elected by ballot on the Committee of Management of the London branch of the National Poor-Law Officers' Association.

MAJOR W. B. ROBINSON has resigned his seat on the Chesterfield Board of Guardians as a protest against the proposed revaluation of industrial property only. The Major is to be asked to reconsider his decision.

MR. EDWIN COOPER, formerly with Messrs. Standring, Sons & Co., Manchester, and Messrs. Heppell & Co., London, has joined the representative staff of H. K. Mulford Company, 119 High Holborn, London, W.C.

MR. T. KAY, chemist and druggist, Mayor of Stockport last year, has been presented by the Town Council with an illuminated album bound in purple calf containing a resolution, engrossed on vellum, of thanks and appreciation of his services to the borough.

MR. JAS. V. TOZER, druggists' sundriesman, of Southend-on-Sea, has just been elected Chairman of the Southend and District Railway Travellers' Association, an organisation which safeguards the interests of over 11,000 season-ticket holders who travel to and from London daily. Mr. Tozer was one of the founders of the Association.

MR. G. S. VALENTINE WILLS, Westminster College of Chemistry, 402 Clapham Road, London, S.W., was born on St. Valentine's Day, and his students never forget this event. Last Saturday they presented him, through Mr. W. E. Swanston, one of their number, with a handsome gold and silver flower epergne as a token of their respect and esteem.

MR. SYDNEY H. STROUP, Ph.C., A.I.C., Pereira Medallist, 1912, and Demonstrator to Professor Crossley, F.R.S., has been appointed an assistant analyst in the Queensland Government Laboratories, Brisbane. He is a son of Mr. H. N. Stroud (John Richardson & Co., of Leicester, Ltd.), and before he sails, in March, he will be married to Miss Beatrice Niblett, daughter of the late G. W. Niblett, the inventor of pill-coating and manufacturing machinery.

MR. HENRY LLOYD, Ph.C., who for many years has carried on business at a corner of the Little Green, Richmond, has just celebrated his golden wedding at his residence, London Road, Twickenham, the whole of the nine children of the marriage being present. Mr. Lloyd is the head of the business now carried on by his son, which was established in George Street, Richmond, by his father in 1826. He has been for nearly forty years dispenser at the Royal Hospital, Richmond.

TRADE NOTES.

THE telephone number of the American Drug Supply Co., 6 Trafalgar Buildings, London, W.C., is now 4640 Regent.

INSURANCE.—The London and Midland Insurance Co., Ltd., 39, 40, and 41 New Broad Street, London, E.C., undertake most insurable risks. Their advertisement in this issue invites correspondence with chemists. The office is an independent one and was established in 1859.

MESSRS. THOMAS TYRER & CO., LTD., Sterling Chemical-works, Stratford, London, E., have sent out to their customers a well-produced card calendar with monthly tear-offs. In the centre is an excellent portrait of Mr. Thomas Tyrer, the managing director. A reminder is given that the business has been established seventy years.

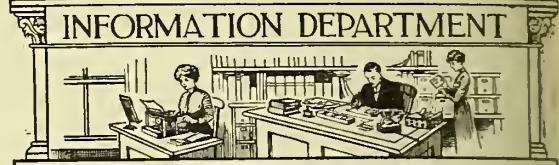
“WINCO” PUMPS.—The Berkefeld Filter Co., Ltd., 121 Oxford Street, London, W., has issued a revised price-list of the “Winco” semi-rotary wing pumps. A preface of several pages gives particulars of the construction, uses, fixing, and care of the pumps, and then follows an illustrated price-list of the various kinds and sizes made. These semi-rotary pumps are very popular in the drug-trade, and there are many uses to which they can be put in businesses handling large quantities of liquids. The prices have been reduced in the new list.

ROBOLEINE.—This product, consisting of cream of malt, red bone-marrow, and hypophosphites, has been referred to several times in the *C. & D.* Messrs. Oppenheimer, Son & Co., Ltd., 179 Queen Victoria Street, London, E.C., the manufacturers, now send us a clinical record of a case of anaemia and general debility in which it was used, the results fully bearing out the claim made for Roboleine for increasing the weight. The price of the preparation is protected under the P.A.T.A. scheme. New showcards have been produced, and a scheme of window-displays has been devised about which inquiries should be made.

BELSIZE DELIVERY-CARS.—The Bentinck Motor Supply, Ltd., 13 Spring Gardens, Manchester, have laid themselves out to encourage the use of motor delivery-cars by chemists. In the first place the company have selected a car which they believe to fulfil in the best manner the conditions for the work required. This is the 10-12-h.p. Belsize, which with extra four-seater body costs complete 275*l*. Then arrangements have been made by which the cars are supplied on the gradual-payment system. The purchaser pays down 25 per cent. of the cost and the rest in monthly instalments. This is a proposition which is well worth inquiring into. Particulars are readily obtainable, as the company in their advertisement offer to send a catalogue to any chemist who applies.

OINTMENT-TINS.—Messrs. Shirley Bros., Ltd., White-cross Works, Rockingham Street, London, S.E., have sent us samples of the ointment-tins in which the company specialises. The shape is registered, one of the advantages being that there is no part of the interior which cannot be reached by the finger-tip. The tins can be had of various depths of body, holding from $\frac{1}{2}$ oz. to 1 oz. of ointment, and orders can be given for tins of assorted depths. The name of the retailer can be printed on the lid, and there are numerous stock labels. It is late in the day to refer to the superiority of these metal boxes over the usual chip boxes, but as these are mainly from the purchaser's point of view it follows that the public appreciate the supply of ointments in these tins. The price at which the “own-name” tins are supplied is moderate. The company's announcement in the advertisement in this issue should encourage chemists who are still in the chip-box stage to make inquiries regarding the Shirley tins.

RUBBER EXHIBITION.—The Executive Committee of the International Rubber Congress and Exhibition to be held at Batavia, Java, in September 1914, have issued an illustrated visitors' guide in English, which, besides giving full particulars of the exhibition, contains much useful information for tourists.



INFORMATION DEPARTMENT

Postal Address:
C. & D. INFORMATION DEPARTMENT, 42 Cannon Street, London, E.C.
Telegraphic Address: “CHEMICUS CANNON LONDON” (two words).
Telephone Number: BANK 852 (two lines).

INFORMATION WANTED.

Postal or telephone information as to the names and addresses of the agents for or makers of the undermentioned articles is solicited. Please address as above.

- 125/73. “Ess. Mignon.” perfume in penny tubes on cards: actual makers.
- 126/28. Bernard's vegetable lotion.
- 126/32. Oliver's foot-draughts.
- 125/21. White's “Coryzaine.”
- 127/43. “Toronto” tooth-paste.
- 127/65. Anti-callosity Russian corn-plasters.
- 127/650. “Ferrogen.”
- 127/651. Jaenos balsam.
- 129/67. Feeding - bottles, leather-covered.
- 130/9. “Acme” washable elastic bandage.
- 130/11. “Bifimalt” wine.
- 129/69. Edouard Frères' perfumery.
- 129/690. Brown's “Metropolitan” blacking.
- 130/73. “Cleanwell” rubber soap.
- 130/13. Leclerc & Friolier's catgut, ligatures, etc.
- 129/69. “Mensis” periodio bandage.
- 129/691. “Karsö” tablets.
- 132/12. “Nashagur No. 2” skin-soap.
- 132/58. Small paper bellows (1d. insect-powder).
- 132/4. White magnetic stone (or ore), “looking something like metallic tin.”

INFORMATION SUPPLIED.

Inquiries in regard to the following articles have been answered. The information will be given to others who send a stamped and addressed envelope for it to the above address.

- Anti-cardicum, 120/39
- Antileprol, 128/27
- Arnold's cough-balsam, 127/65
- “Atlas” toilet-rolls, 129/69
- Automatic weighing and measuring machines, 128/21
- Bass & Co.'s preparations, 127/655
- “Bengall” razors, 127/7
- Bichromates of potash and soda (for India), 126/8
- “British No. 3” toilet-rolls (for Belgium), 127/3
- Capping skins, 125/60
- Carna toilet-preparations, 127/652
- Cascarlax, 131/56
- Casogen, 129/67
- Chaulmoogra oil, 123/41
- Chaumier's calf-lymph, 131/57
- Chichester “Diamond” pills, 129/66
- Cirola bark extract, 127/100 and 127/10
- Coltsfoot rock (for California), 124/13
- Contra-toxin, 131/55
- Cud balls, 128/12
- Dieterich's preparations, 117/67
- Doriform, 121/7
- Dunorte's toilet preparations, 125/591
- “Domen” suspensors, 130/4
- Electrical sealing-wax cup, 122/28
- Hastings trusses, 120/37
- Felix Frères' toilet-powder, 121/62
- Honoré Payan's perfumery (London agents), 116/20
- Iglodine, 117/68
- “Imperial” quinine, 116/27 and 118/9
- Jaboline (Darraque), 109/73
- Kainit, 119/170
- Laboratoires Clin. (London agent), 119/18
- Lacoste's dentifrice, 111/9
- “Libra” photo papers, 119/17
- Luetin serum, 119/10
- “National” brand plasters, 116/28
- Orilene capsules, 123/13
- Otto of rose in sealed tubes (special), 120/51
- Packed penny lines, 122/4
- Pam-ala, 121/64
- Pantopon, 114/39
- “Pedicure” corn-plances, 113/56 and 114/23
- Perfume vaporising lamps, 105/55
- Petrogen, 119/17
- Pond's tampons, 114/590
- Postal boxes (wooden), 123/19
- “Postlip Mills” filter-papers, etc., 118/36
- Potassium bromide and bromate, 121/55
- Price Albert cachous, 123/25
- Solubloides, 107/56
- “Sports” suspensory bandages, 123/24

JUNIOR PHARMACY BALL.—This will be held at the Portman Rooms, Baker Street, London, W., on March 11. Tickets, 7s. 6d. each, including supper and light refreshments during the evening, from Mr. B. R. Wilkinson, Hon. Secretary, 23 Cromwell Place, South Kensington, S.W.

OBSERVATIONS AND REFLECTIONS.

By Xrayser II.

I should be More Flattered

by the criticism these notes excite from time to time in your correspondence columns if I could believe that my critics always read my notes before referring to them. This, however, is hardly possible in the face of such a letter as the one signed "Pharmacist" in our last week's issue, no single point in which has any relevance to anything that I said in the paragraph to which it refers. I did not so much as allude to the part we get from Insurance dispensing, and, of course, did not contrast it with that we get from the sale of patents. I admit that we are not adequately paid for dispensing, and I have never said anything to the contrary; but the fact remains that in the opinion of the vast majority of pharmacists we are sufficiently well paid to make the work worth having. My point was that in addition to this the Act appears to be causing an increase in general trade that is likely to prove more remunerative than the retailing of "patents." This is a point on which I should welcome other opinions than my own. It is not every "patent" on which we get twopence in the shilling, and if to get that twopence we bar the sale of something which we should have got fourpence it is not all profit. This is not merely an "arm-chair" view, and I am not asking for myself alone.

The Prejudice of the Purchaser

is an elastic term, the definition of which varies with the individual. Some men are so narrow that they think that the introduction of foreign material, no matter in what proportion or for what purpose, into a foodstuff is adulteration, and that bought not to be allowed, while others are so broad that they are perfectly prepared to admit anything into food, provided the health of the individual is not prejudiced. Between these two extremes there must be a point where the law can step in and say this food is adulterated and that is not. We have reached some kind of agreement as to the limits of impurity that are to be allowed in certain drugs—for example, citric and tartaric acids; but so far as I am aware there is no authority for the use of potassium persulphate in flour in any quantity whatever. If one grain of the persulphate in 1 lb. of flour is innocuous, what is the limit beyond which a further addition will become harmful? If the reasons adduced by the Kingston-on-Hull Stipendiary magistrate for dismissing the summons are valid, they appear to me to open up an avenue for no end of sophistication by way of "improving" the quality, and if I am not mistaken, a good deal will be heard of this decision before we are much older.

Stale, Flat, and Unprofitable

will be the verdict passed on Association work, if chemists' meetings are to be devoted only to discussions of the Insurance Act, and many readers will warmly support your suggestion that it is a fatal blunder to neglect the scientific side of pharmacy in arranging for these meetings. I suppose some of us are so busy trying to make money that we have no time to discuss anything save plans whereby our efforts may be made a little more successful than they are, especially when dispensing panel prescriptions, and very likely the wholesale houses are so overwhelmed with orders from panel chemists that their staffs, who frequently provide papers for London evening meetings, have no time to spare either. It is possible of course that the few brooms at the Square may have more useful work to do than waste their talents on such old-fashioned affairs as evening meetings, and may think that their whole duty has been performed when they arranged for a course of X-ray lectures. However that may be, I fear that Mr. Fairchild may think that his pioneer work has failed of its object if the practical result is to strangle originality in the rank-and-file of the craft. I notice, however, that

the North British Branch and the Chemists' Assistants' Association are well to the front in regard to papers dealing with

The Art of Pharmacy.

An old writer whose treatise on pharmacy now lies before me describes this art as "official" and "extemporaneous"; by the former term he means the making of pharmacopœial preparations, by the latter the dispensing of prescriptions,—others keep the word "official" for the B.P. and say that "official" pertains to the shop. The necessity of preparing certain medicines at the time "when their respective ingredients are to be had in greatest perfection," and the convenience of having such as require much time and care for their composition ready when wanted, has (he says) had the result that all this branch of pharmacy except the making of a few syrups and conserves has now "got into the hands of confectioners" (by which he means wholesale manufacturers). This he evidently regrets, thus anticipating by nearly two hundred years your wish to see the retail pharmacist taking his part in the larger field of "official" pharmacy, though he, of course, is thinking of apothecaries, the pharmacist not having yet appeared. We may, I think, take comfort from the fact that since he did appear he has contributed so much "to practical pharmacy and to the improvement of the British Pharmacopœia"; and I cannot doubt that the more "extemporaneous" work he has to do the more he will contribute to the perfection of the other branch of the art.

If a Visitor from Mars

were to drop in and see pharmacists some Friday morning with the request that we would tell him how he might procure something not usually kept by pharmacists, we should probably suggest that he should advertise for it, and in response to a further question as to the best medium for his purpose, we might instinctively hand him the trade periodicals and invite him to choose for himself. Does anyone doubt for a moment which he would select? The "single post" illustration which you printed last week is graphic and impressive, but to those who have eyes to see it is surely not necessary. The *C. & D.* Coloured Supplement is always its own best recommendation, since it shows by the clearest of evidence that many hundreds of men every week take advantage of its unique services. These people must find what they want, otherwise they would abandon the use of the Supplement. Moreover, while the Coloured Supplement is mainly devoted to a special class of advertising, the same reasoning applies to the *C. & D.* as a whole, as a careful survey must convince every impartial reader.

Catheters and Bougies

are not only not stocked by many chemists, but they are things about which some who do stock them seem to know little or nothing. May I bespeak the attention of all such as to the admirable article on the subject in your recent Winter Issue? Mr. J. D. Marshall writes out of a rare fulness of knowledge, and his article has a peculiar value as coming from an expert in a subject of great practical importance of which we have been too neglectful. The eye of the catheter is, as Mr. Marshall states, of capital importance; to what he says may be added the fact that it is often made too wide and open; often, too, the end of the catheter is broader than it should be. I have found *adeps lanæ* (hydrous) preferable to vaseline as a lubricant. In very cold weather it may be a little too stiff, but it can easily be kept at a temperature to prevent this, and it adheres to the catheter to a considerably greater distance down the urethra than vaseline will. Cheap catheters (like most cheap things) are a delusion and a snare, and I strongly advise anybody who thinks of stocking them to have only the best makes in the best material.

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Editorial Articles.

Insurance Risks.

II. The Medical Moral Standard.

For many years there has existed in British retail pharmacy a strong prejudice against the prescription by medical men of special preparations to which the name of any particular manufacturer is attached. But great though this antipathy has been, there was not on the part of pharmacists any endeavour to do otherwise than dispense such prescriptions in accordance with the recognised standard of pharmaceutical ethics and the custom of the trade. The introduction of Insurance Medical Benefit has created a totally different feeling, which has resulted in imitation and substitution being advocated without protest on the part of those who might be expected to be the guardians of medical and pharmaceutical honour. It is therefore desirable to review the situation, and no time could be more opportune than the present, when the English Commissioners have declined to express an opinion on the subject of prescribing proprietaries, giving as the reason that it is a matter for the Insurance Committees to decide in association with Panel and Pharmaceutical Committees (see Insurance Reports (Southampton) in the *Coloured Supplement*).

Briefly, the facts are that the amount appropriated for the payment of medicines prescribed by panel doctors is at the rate of 2s. per insured person per annum. Of this, 1s. 6d. is appropriated to the payment of the chemist's bill, and 6d. is for the payment of "extras." The purpose of this has never been better stated than it was by the Chancellor of the Exchequer to a meeting of the Advisory Committee on Insurance in October 1912. The following is a quotation from his speech :

"We have to find some means by which there will be a guarantee, at any rate, of a sufficient supply of drugs, but not for the extravagant drugging of insured persons.

ctor is the only person we can trust to check extras: is the only person we can trust to check drugs. We are to leave that sixpence between the doctor and the It will provide 320,000/. That 320,000/ will be if the drug-bill exceeds the 1s. 6d. provided, and does not exceed that 1s. 6d. it will be available for doctor. That is not the case with regard to the 1s. 6d. to make it clear, because we have come to the conclusion that, at any rate up to 1s. 6d., there ought to be incitement to the doctor to cut down the drugs. We the best drugs available in the market for the treatment of the industrial population of this country, in the of the State as well as for humanitarian reasons, realise that it will be necessary to have 1s. 6d. at the provision of drugs."

In the first three months of the administration of Benefit comparatively little was done by Insurance Committees in the way of controlling panel doctors doing anything that they might desire; but in 1913 the Liverpool Insurance Committee issued panel doctors a letter, in the course of which it was that the local Medical Committee advised that doctors should not prescribe proprietary preparations. In Manchester, where from the very first a short-money for the payment both of chemists and seemed likely, the Insurance Committee in June issued a list of proprietary preparations which they would only be paid cost-price on the first year's prescriptions. In August the Kent County Committee prepared and issued to panel doctors the county a list of articles and preparations, alongside which was placed a list of imitations and substitutes, so that the information was provided with a view to reducing the cost of prescriptions. In most instances substitutes were selected from the "British Pharmaceutical Codex." Shortly thereafter the London Insurance Committee issued instructions to panel doctors, commanding them not to prescribe preparations of "the constituent drugs of which are contained in the British Pharmacopœia, 'Codex,' or 'Squire's Union.'" The Committee meant to disallow for proprietary preparations which chemists had supplied to doctors' prescriptions, but more recently, it became clear that the Drug Fund would suffice for the accounts submitted by chemists, the Insurance Committee has considerably modified practice, and is working upon the lines of the Scottish Insurance Commissioners, who late in August 1913 issued a printed memorandum on the subject. Briefly, these Commissioners recommended that secret preparations should not be prescribed nor paid for, but added that it is within the of Insurance Committees to pay for proprietary medicines the composition of which is made public. Nevertheless, the Edinburgh Insurance Committee to the end of the year issued, on the Kent Medical Committee's lines, a list of proprietary articles, chiefly cal compounds which are of proprietary origin or imitation, and another list of proprietary galenical preparations. The names of so-called equivalents or substitutes, stated to be "official," were printed along. Here, again, the formulae referred to for the substitutes are chiefly those of the "British Pharmaceutical Codex." This circular of the Edinburgh Insurance Committee was the first one in which substitution was actually recommended by an Insurance Committee. This example has more recently been followed by the local Medical Committee of Berkshire. A long list of well-known proprietary preparations substitutes was issued to medical men for the reason—namely, to spare the Drug Fund as much as possible, because if the dispensing expenses rise to more

than 1s. 6d. per insured person per annum the floating sixpence is encroached upon. The Surrey Insurance Committee have also issued a list of articles which may not be charged to the Drug Fund. This list does not contain any substitutes, but it is obvious that the warning as to non-payment is fatal to the prescription of the proprietary preparations named in the list.

It is apparent that the definite promise made by the Chancellor of the Exchequer is being departed from because in certain cases the Drug Fund available is not sufficient to pay for certain special and proprietary preparations. This is being done solely for a pecuniary consideration without regard to the therapeutic merits of the preparation prescribed. This is a point which we consider should be referred to a higher tribunal than local Committees. A second point which indicates a lamentable indifference to the moral aspects of the question is that the issue by Insurance Committees of lists of circulars recommending doctors to prescribe cheap imitations of well-known and reputable proprietary preparations has been accepted both by prescribers and dispensers without reprobation. We can only account for this attitude on the supposition that they, like the Insurance Committees, shelter themselves behind the pseudo-official Codex which bears the imprimatur of the Pharmaceutical Society of Great Britain. Sometimes a thing is done and tolerated by men in a collective capacity which they would not countenance as individuals. This is an instance of the kind, but it is none the less reprehensible, and we can only hope that it will not become the accepted practice of medicine and pharmacy.

Who Pays for Advertising?

It would appear from the discussion at the Aldwych Club the other day that in the opinion of experts nobody pays for it. Mr. John Hart, indeed, said that it is paid for by manufacturers who suffer from the successful advertising of other firms, but his arguments were contested by subsequent speakers, one of whom said that advertising not only creates new demands but by some "law of compensation" provides the means for it. This was endorsed by another of Mr. Hart's critics, who declared that the wealth of the world is a question of the "exchange capacity" of its inhabitants, which is greatly increased by advertising. This appears to be getting to the heart of the subject, but does it follow that nobody pays for advertising? Advertising, said the former of the two speakers quoted, is for the manufacturer the cheapest form of selling, and the consumer pays nothing towards it. That is a hard thing to accept, but the assertion is based on such facts as these. A "patent" sold moderately well, let us suppose, forty years ago at 1s. 1½d. a package, and the maker spent nothing on advertising it. Then he began to advertise, allocating 25 per cent. of his profits for this purpose. Sales grew; in five years they were more than double what they were when no advertising was done; as the sales grew profits and advertising appropriation also grew. Meanwhile exactly the same package of the patent was sold to the public at the same price—1s. 1½d.—*ergo* the consumer did not pay for the advertising. Carrying the point of view a little higher, and keeping in mind the changed conditions of trading during the period that the "patent" had been on the market, we reach a stage at which the cutter considered that it would be a good thing for him (the cutter is a man who never thinks of his neighbour, at least in a charitable way) if he cut this

popular "patent" in order that he might draw people to his shop. So commenced its price-reduction—first a shilling, then a little more off, until there was little left on it for the retailer. As advertising increased the popularity of the "patent" increased, and the price to the consumer decreased, *ergo* instead of paying for the advertising the consumer has made money by it since he gets the commodity for less. To this the retailer replies, "As the money comes out of my pocket I pay for the advertising." But that is not the last word. The money for the advertising comes out of the price paid by the wholesaler to the manufacturer, and it was put on record thirty years ago that it takes threepence-worth of advertising to sell one 1s. 1½d. "patent"; it takes more now, but the manufacturer gets no more for his "patent," therefore it comes out of his pocket—it represents 25 per cent. of the profit which he originally pocketed, and is a powerful argument for the great advantages of advertising as a seller of goods. So attempts to settle the question might be continued *ad infinitum*.

Stepping Backwards.

THE January meeting of the Council of the British Medical Association considered and approved a recommendation of its Insurance Act Committee to get a new sub-section introduced into Section 15 (3) of the National Insurance Act to enable panel doctors to supply medicine and appliances to insured persons with incomes over £60. a year and to those who contract out. It is remarkable how persistent the B.M.A. people are on this point. Dr. Addison said at the dinner recently given to him, "The separation of the medical service from the provision of drugs under the Insurance Act was made the subject of adverse criticism, but I think it is generally agreed now that it was a step in the right direction." We want to see this step followed by another, not backwards, as the B.M.A. would have it, but forwards, so that doctors in time will realise that it is to their advantage to do no dispensing except in cases of emergency.

The Medical and Dental Registers.

THE "Medical Register" for 1914, which has been issued this week (Constable & Co., Ltd., 10 Orange Street, Leicester Square, London, W.C., 10s. 6d.), is altered in form. The size of the page has been increased to 9½ in. by 6½ in., which has resulted in a reduction of the number of pages from 1,818 to 1,158. The surnames of the medical men are printed in blacker type, with the object of facilitating reference to the register. Each letter of the alphabet occupies a separate section, which allows for expansion. The total number of practitioners on the register is 41,940, which is the high-water mark, although the number added during 1913 (1,168) is smaller than it was in any year previous to 1907. The average addition for the last five years was 1,114. In 1893 the names added reached 1,579. It is obvious that the number of practitioners in actual practice has duly increased in proportion to the population. The "Dentists' Register" (3s. 4d.) has also been increased in regard to the size of the page, a much thinner volume resulting. The same typographical improvements have been carried out as in the "Medical Register." The total number of dentists on the register is 5,275, against 5,140 in the previous year. The number of persons registered in 1878 on their own declarations that they were at that time in *bona-fide* practice of dentistry is 1,639, thirty less than last year. The percentage of these registered persons, many being

chemists, has therefore decreased from 32.47 to 31.0. The names added since the publication of the last register number 195, and seventy-three have been removed for various causes, chiefly on evidence of death. Both the registers are issued under the authority of the General Medical Council, and are useful to chemists when questions arise with customers as to the qualification of medical men.

Lime Cultivation in St. Lucia.

ON several occasions we have drawn attention to the good work that is being done by the Imperial Department of Agriculture for the West Indies by the introduction of useful plants and their subsequent dissemination for more general culture. In a recent number of the "Agricultural News" of Barbados (an official publication of the Department) attention is drawn to the expansion of the lime industry in St. Lucia, it being pointed out that, although the lime culture is expanding rapidly, sugar and its by-products still hold the pre-eminence in exports of agricultural produce. At the same time, a marked increase has occurred in the quantity and value of lime products exported. Valued at £200 in 1911, they rose in 1912 to £1,084. In the course of the next year or two a very rapid rise may be looked for. At the end of 1912 there were about 2,000 acre under limes, and during the year 45,600 lime-plants were distributed from the Government nurseries. "A matter of vital importance," it is said, "in regard to lime cultivation in St. Lucia is the provision of adequate protection, by means of wind-breaks, from the prevailing strong winds. These wind-belts should be planted not after but before the limes are established." One of the best trees for this purpose is stated to be *Eucalyptus paniculata*. Referring to the working of the new lime-juice factory in St. Lucia, it is interesting to learn that it is conducted on the new profit-sharing system. "This will be managed by the Agricultural Department. The price offered for limes will be based upon the current prices of concentrated lime-juice, *plus* a deferred payment in the form of a bonus to be given at the close of the season, provided the success of the season's work warrants doing so. This should ensure its success financially and its economic value from the point of view of the small estate owners."

WILLS PROVEN.

MR. WILLIAM RAMSDEN, chemist and druggist, 287 Wilmslow Road, Fallowfield, Manchester, who died on August 8, left estate valued at £578. 10s. 7d. gross, with net personality nil.

MR. EDWIN JAMES ROBERT BALDWIN, herbalist, Deptford Bridge, Greenwich, who died on October 18, left estate valued at £429. 2s. 11d. gross, with net personality 1657. 19s. 9d.

MR. JOHN HERBERT WHITELAM, chemist and druggist, 139 Newland Avenue, Kingston-on-Hull, who died intestate on December 27, left estate of the gross value of £2,139., of which £1,599. is net personality.

MR. JAMES JOHNSTON, drayalter, 4 Albany Terrace, Dundee, who died on November 18, aged eighty-two, left, in addition to real estate, personal estate in the United Kingdom valued at £4,197., of which £11. is in England.

MR. ALEXANDER MINTO McDONALD, M.B., M.S., 108 Gilmore Place, Edinburgh, formerly for a number of years an assistant with Duncan, Flockhart & Co., who died on January 9, left personal estate in the United Kingdom valued at £2,821., of which £2,478. is in Scotland.

MR. HENRY THOMAS CHANNING, 30 Howell Road, Exeter, commercial traveller, representing Messrs. Evans, Gadd & Co., Ltd., wholesale druggists, who died intestate at the Queen's Hotel, Exeter, on January 2, left estate valued at £107. 1s. 6d. gross, with net personality £684. 7s. 5d.

CREDITORS' MEETINGS.

AME PERCIVAL GILBERT, wholesale drysalter, 103 Everton Road, Liverpool.—Under a private arrangement it has decided to deal with the estate of this debtor under order of assignment to Mr. Parkin S. Booth, Liverpool, who prepared accounts which show liabilities totalling £7d., all due to unsecured creditors. The assets are made to produce 1097. The following are creditors: Adas & Sons, Liverpool (8d.); Anglo-American Oil Co., Chester (12d.); Bateson Bros., Edge Hill (6d.); J. H. & Co., Liverpool (11d.); Samuel Banner & Co., Ltd., Liverpool (7d.); Castner-Kellner Alkali Co., Ltd., Liverpool (1d.); Glasgow Varnish and Paint Co., Glasgow (13d.); E. Gilbert, Liverpool (14d.); Cecil Lange, Hamburg (1d.); S. Morris & Co., Liverpool (7d.); Mendit Manufacturing Co., Ltd., Birmingham (6d.); J. G. Naylor & Co., Chester (10d.); Prescott & Co., Manchester (9d.); Meade, Robinson & Co., Liverpool (4d.); Sheppy Glue and Tallow Co., Ltd., London (5d.); Terebentine Co., Ltd., Liverpool (3d.).

THE CARL MARES, lately trading as the Old Fort Inn Co., 63 St. John Street, Clerkenwell, London, his debtor attended on February 13 before Mr. Justice Brougham at the London Bankruptcy Court for examination upon accounts showing total liabilities £3s. 2d. (unsecured 712d. 10s.) and assets valued at £10d. In reply to Mr. W. G. Williams (Official Receiver), the debtor repeated the statements regarding his affairs which were reported in the *C. & D.*, January 10. His deficiency account showed that at the beginning of November 1910 he had a surplus of £15s. 10s. 9d., and he had received a gift of 50d. from a friend. His household and personal expenditure during the period had amounted to £40d., interest charges to 282d., law costs to £10d., while other items accounting for the present deficiency £13s. 2d. were depreciation in value of stock 100d., £10d. net loss on trading 173d. 7s. 8d. He stated that most of the creditors knew of his intention to convert the business into a limited company. The examination was concluded. The principal creditors are: Ashall Trading Co. (22d.); Eldred & Co. (35d.); W. H. Walthamstow (20d.); P. Cohen, King William Street (118d.); Gillingham, Reading (32d.); Hunt, Barnard & Co., Aylesbury (89d.); Mitchell & Co., Ltd., Snow Hill, C. (150d.); Parke, Davis & Co., Beak Street, W.C. (150d.); Phillips, Piccadilly (121d.); and Wholesale Type Co., Gray's Inn Road, W.C. (19d.).

BUSINESS CHANGES.

Information for this section will be received by the Editor, and published, if not in the nature of advertisement.

M. E. M. LLOYD, chemist and druggist, has opened a business at 72 East Road, Tylorstown, South Wales.

H. C. BROAD, pharmacist, late of Cricklade, has closed the business of Mr. J. W. Sampson, Ph.C., on Road, Bath.

MRS. JOSEPH CROSFIELD & SONS, LTD., Warrington, moving their London office from 6 Lloyds Avenue, to more commodious premises at Gresham College, Basinghall Street, E.C.

J. ELSWORTH ALCOCK, Ph.C., of 485 Glossop Road, Sheffield, is shortly opening a branch at 331 Ham Street, a working-class neighbourhood, "for dispensing of National Insurance prescriptions and sale of pure drugs." The Glossop Road business is good-class residential district.

M. ANTHONY TATE, chemist, 7 Belgrave Mansions, Kennington Gardens, London, S.W., has disposed of the business to Messrs. Simnett & Price. Mr. Tate acquired the business from the late Mr. W. Murton Holmes through the influence of the late Mr. W. Watson Will (whom he was one of the first pupils at the Metropolitan College of Pharmacy), and had continued it successfully. It will be continued as Anthony Tate, Ltd. (p. 43).

SPANISH OLIVE-CROP.—H.M. Consul at Malaga reports that olive-crops in the provinces of Jaén, Córdoba, and Seville are to be excellent, especially in the first-named province. The crop of the Malaga Province, however, is comparatively scanty, owing partly to drought.—*Board of Trade*.

WESTMINSTER WISDOM.

The Week in Parliament.

MEDICATED WINES.

Mr. Glyn-Jones knows nothing of a Medicated-wine Licence Bill, which it has been rumoured in some drug-trade circles that he was to introduce.

VETERINARY SURGEONS ACT (1881) AMENDMENT BILL.

Mr. Sanderson has given notice of his intention to introduce a Bill to amend the Acts relating to the practice of veterinary surgery and medicine.

THE METRIC SYSTEM.

Representations are again being made to the Prime Minister with a view to ascertaining whether, in order to meet the wishes of agriculturists and traders, he contemplates any action for the establishment of a uniform system of weights and measures.

DEPARTMENTAL COMMITTEE ON EXCESSIVE SICKNESS.

It was stated on Monday in the House of Commons that Sir Claud Schuster's Departmental Committee on Excessive Sickness under the National Insurance Act is still taking evidence, and that no date can be fixed for the presentation of the report.

MILK AND DAIRIES BILL.

Mr. Herbert Samuel, President of the Local Government Board, has informed Mr. Charles Bathurst that the question of the re-introduction of the Milk and Dairies Bill is engaging his close attention, but that he is not yet in a position to make any statement with respect to it.

PATENT ACT AMENDMENT.

The President of the Board of Trade informed Mr. Peto on Monday that should it be found possible to introduce a Bill to amend the Patents Act of 1907 the provisions of Section 27 would be carefully considered with the other sections of the Act, but that at this period he is not prepared to specify the exact nature of any of the amendments which would be proposed.

ASSISTANTS TO PHARMACISTS (QUALIFICATION) BILL.

Mr. Glyn-Jones's Bill to provide for the registration and qualification of persons entitled to act as assistants to pharmacists in the compounding of prescriptions of duly qualified medical practitioners has been put down for second reading on Friday, April 3, and at the moment occupies the third place on the list. It is backed by Mr. Percy Alden and other members, and will be printed and circulated in due course. It is seldom that the Bills of private members beyond the third place in the ballot have any chance. Mr. Glyn-Jones has the sixteenth place. We recall the chief proposals of the measure:

To establish an examination in prescription-reading and pharmacy. Candidates for this examination will be required to produce evidence of three years' service in dispensing.

To set up a register of assistants to pharmacists, and to include therein (1) persons who for three years immediately prior to December 16 acted as dispensers to a duly registered medical man or to a public institution or to a duly registered chemist and druggist; (2) persons who are certified assistants to apothecaries, or who hold the rank of Army compounders, evidence of three years' service in the dispensing of medicines to be given in each case.

SUB-POSTMASTERS AND INSURANCE WORK.

The new Postmaster-General has informed Mr. G. Barnes, M.P., that the credit given to scale payment of sub-postmasters for National Insurance work is two units in the scale for each 1l. worth of stamps sold, and one penny for each card issued, except those handed out on oral application, with a minimum increase of payment for National Insurance work of 2d. a year. The calculations of the actual payments due to the sub-postmasters have not all been completed, and it is not at present, therefore, possible to state the average money payment for each 1l. worth of stamps. No separate payment is made for distributing literature, answering questions, and showing posters.

CHEMISTS AND THE SUPPLY OF MEDICINE.

In the House of Commons on February 17, Mr. P. Snowden, M.P., asked the Financial Secretary to the

Treasury to state with regard to England, Scotland, and Wales, for the latest dates for which he has the figures, how many doctors are on the panel, how many chemists have contracted to supply medicine, and what is the average cost of drugs and appliances per insured person. Mr. Wedgwood Benn, M.P. (replying for the Financial Secretary), said the approximate numbers of doctors on panels in England, Scotland, and Wales are 16,300, 2,700, and 1,250, including doctors who are on more than one panel. The number of individual chemists who have contracted to supply medicine cannot be given without calling for a special return from all the Insurance Committees in Great Britain. The information asked for in the third part of the question will not be available until a final settlement of accounts has been effected by all Insurance Committees with the chemists on their panels for the past year.

TREATMENT BY PANEL DOCTORS.

Mr. Rupert Gwynne asked the Chancellor of the Duchy of Lancaster in the House of Commons on Tuesday whether his attention has been called to cases in which insured persons, on moving their residence, have been refused medical treatment by panel doctors on the grounds that they have recently had a touch of influenza, and were, therefore, in need of a bottle of medicine; whether doctors, in so acting, complied with the regulations which govern the administration of the sickness benefit under the Act, and, if so, what steps insured persons are to take to obtain advice and medicine if all the local doctors act similarly.

Mr. Wedgwood Benn replied that no cases of the kind referred to have come to the notice of his right hon. friend. Doctors on the panel have, of course, a right under the National Insurance Act, 1911, to refuse in the first instance to accept an individual insured person, but arrangements have been made whereby a doctor may be obtained by any insured person so refused. If the hon. member could furnish him with an instance where the arrangement had been broken, he would have inquiries made.

THE POSITION OF THE PANEL CHEMIST.

In the House of Commons on Wednesday, February 18, Mr. Godfrey Locker-Lampson, M.P., asked Mr. Masterman whether he is aware that panel chemists in several districts, and particularly in Manchester, Salford, and Scotland, are dissatisfied with their position and prospects of full payment of their accounts under the Act, and, if so, what the Government proposes to do in order to avoid the danger of insufficiency or inferiority of medicines supplied to the public.

Mr. Wedgwood Benn said his right hon. friend is not aware of any such general dissatisfaction in Scotland. (A voice: "Yes, there is.") The chemists on the panel in Manchester and Salford expressed dissatisfaction at the arrangements in force in those areas during 1913, but it is understood that they have renewed their agreements for the current year under special arrangements for their protection against extravagant prescribing. In reply to the second part of the question, the regulations and the agreements which doctors and chemists have entered into provide ample safeguards both as regards the quality and the sufficiency of the supply of medicines.

Mr. Locker-Lampson asked whether the hon. gentleman is aware that at the present time there is a deficiency of 16,000 in the Manchester and Salford area, affecting some 150 chemists.

Mr. Wedgwood Benn replied that he was not aware of that fact. He understood that the chemists in Salford had entered into an arrangement with the doctors which was satisfactory to both parties.

FACE MASSAGE.—Fernet ("Bull. de l'Acad. de Méd.") has devised a system of face exercises with a view of influencing favourably the encroaching deafness of the elderly or that following otitis media. The first consists of grimaces of the face, contracting in turn the muscles of the lips, nostrils, and eyelids, aiming ultimately to reach the ear; next the frontal and occipital muscles are contracted alternately, and then the muscles above and behind and in front of the ear. The muscles of the Eustachian tube are then exercised by directions which he gives fully.

WINTER SESSION

of Meetings of Trade Associations.

Others are reported under "Insurance Act Dispensing" where the subjects pertain chiefly to that Section.

Bath.—A meeting of the Bath Pharmaceutical Association was held on February 17, when a lecture was given by F. Curry (Burroughs Wellcome & Co.) entitled *Tuberculosis: Their Preparation and Standardisation*. The chair was taken by Mr. John Hawes, and representatives of medical profession and tuberculosis officers under the Insurance Act were present. A vote of thanks was passed Mr. Curry for his lecture.

Chemists' Assistants.—A meeting of the Chemists' Assistants' Association was held at the Bonnington Hotel, Southampton Row, London, W.C., on February 12, when a lantern-lecture was given by Dr. C. Atkin Swan on *Impressions of Algeria*. Mr. F. W. Crossley-Holmes (President) was in the chair. Dr. Swan commenced his lecture at the starting-point of the tour—Dover—and briefly described the journey to Algiers *via* Paris and Marseilles. Algiers, its architecture, and customs were described in detail, and some beautiful lantern-slides were shown. The lecturer employed in his work *Patent Hydra plates*, and these plates he attributed his success with interiors. The Chairman proposed a vote of thanks, and referred to many occasions on which the C.A.A. had been entertained by Dr. Atkin Swan. As a mark of the appreciation of the Association, the President requested Dr. Swan to accept the honorary membership of the Association. This being the lecturer said, he was very pleased to accept.

Dental Society of Ireland.—A meeting of the members of this Society was held in the rooms of the Chemists' & Druggists' Society, 11 Waring Street, Belfast, last week when the new rules drafted by the Committee, having been submitted, were confirmed and adopted. The Secretary (Mr. J. D. Carse, Belfast) reported that over five-eighths of all the chemists doing dental work in Ireland whose names he had obtained have become members of the Society. This was considered very satisfactory.

Eastbourne.—Mr. W. Price presided at the meeting of the Pharmacists' Association held at the Queen's Hotel on Tuesday, February 10. The Hon. Secretary stated that Messrs. G. A. Harmer, H. C. Browne, and D. Marchant, had been elected upon the *Pharmaceutical Service Sub-Committee* of the local Insurance Committee. Among other matters discussed were a scheme of organisation for local requirements (coming up again next month), co-operative buying, and charging full face-value for patent medicine and proprietaries after hours. At the Brewster Session a licence was renewed, except *Chemists' Licences* which have a condition attached with regard to the selling of medicated wines. These are being held back until the adjourned licensing session, because it was thought that the undertaking attached was not construed by the holders of licences in the same way as the Magistrates laid it down and they were consequently going to inquire into the sale of the medicated wines. The Hon. Secretary recalled Mr. Glyn-Jones's amendment to the Finance Act, proposing a special licence for chemists to sell medicated wines approved by the Excise authorities. It was thought that this was excellent, and would meet the case if it could be obtained. A member stated that he had been asked to supply certain local preparations to a local hawker, who alleged that he could obtain them below the ordinary retail prices, and it was agreed that full prices should be charged, and that supplies be refused outside the trade. At the close of the meeting the Hon. Secretary made an appeal for the Benevolent Fund, suggesting that each pharmacist should give his weighing-machine takings for one month. This was not agreed to, but the Secretary was asked to bring the box to each meeting and collect, which he promised to do, suggesting that those who stayed away should give double.

Exeter.—A meeting of the Exeter Association of Pharmacists was held on February 16 under the presidency of Mr. E. Lemon, seven other members being present. It was agreed that the *Hours of Attendance in Pharmacy*, both for Sundays and Bank holidays, should be: Mornings, until 10; from 1 to 2.30 P.M.; and from 6 to 9 P.M. The President reported on the recent Local Associations Conference in London, and said he was very much struck with the business-like way it was conducted.

Grimsby.—A meeting of the Grimsby Pharmacists' Association was held at the Oberon Hotel on February 10. Mr. J. A. J. Hawdon (President) was in the chair, and there were also present nine members and Mr. C. H. Ashton (Hon. Secretary). Mr. Colley, as delegate, reported on the *Local Associations Conference* held in London last month. After

his report, the meeting passed a resolution "absolutely refusing to comply with the Pharmaceutical Society's tenet to construct local associations on an Insurance basis, as by so doing it shuts out some of the most valued members." A complaint was made regarding a who still orders "Rep. mist," although no copying- allowed by the Commissioners. It was resolved to the Clerk of the Insurance Committee to call attention the regulations when sending out copies of the new Tariff. Copies of "repeat" prescriptions are not in to be given with the month's accounts. It was arranged to hold the annual dinner on March 24.

Manchester.—A meeting of the Manchester Pharmaceutical Association was held at the Victoria Hotel on January 11, Mr. A. J. Pidd in the chair. Mr. W. Kirkby, F.C.S., gave a lantern-lecture on *Rome: A Personal Session*. In the course of the lecture the chief streets, monuments, and the classical remains were all with in the most interesting manner.

Middlesex.—At a meeting of the County Pharmaceutical Association held at 17 Bloomsbury Square, London, W.C., January 11, the reorganisation of this Association was decided. Under this the Association will consist of the members of the (1) Ealing, (2) Harrow, (3) North London Middlesex Section, and (4) Thames (Middlesex Section) Pharmacists' Associations, and of other pharmacists who s. each per year. The following officers were elected: President, Mr. John Humphrey (President of the Harrow Association); Vice-President, Mr. H. Skinner (Secretary of North London Association); and Secretary, Mr. A. E. Bailey (Secretary of the Middlesex Pharmaceutical Committee). A report on the work of the last six months and balance-sheet were adopted, and a discussion followed on the best methods of increasing the funds of the Association. It was finally decided that to meet present needs each constituent Association should be asked to contribute a proportionate to the number of its representatives upon the Executive Committee—Ealing, three; Harrow, four; North London, five; and Thames Valley, two.

Newcastle.—A meeting of the Newcastle-upon-Tyne Pharmacists' Association was held on February 11, and was presided over by Mr. Jas. Gibson. Mr. T. Maltby Clague gave a lecture-demonstration on *The Electrolytic Treatment of Poisoning*. He explained the meaning of electrolysis, described the apparatus employed, and gave an account of experiments he had made along with Sir Thos. Oliver, on rabbits which had been given lead-salts. The assistants attending the experiments resulted in the patenting process, and in many parts of the country where there are lead-workers—and poisoning—the apparatus is being used for the treatment of the poisoned workers. Mr. Clague was accorded the thanks of the meeting for his instructive address.

Nottingham.—A meeting of the Nottingham and Notts Pharmaceutical Association was held on February 18, and was very well attended. The Vice-President (Mr. A. Middlemiss) was in the chair. Mr. H. O. Meek gave a lecture on *Analysis*, which was devoted to giving pharmacists an outline as to how they might conduct these analyses in modes suited to their surroundings.

Paisley.—A meeting of the Paisley and District Pharmaceutical Association was held in the George Temperance Hall, Paisley, on February 12, the President (Mr. Fraser) in the chair. He briefly informed the members of the work done by the Pharmaceutical Committee. A list of emergency drugs and appliances has been mutually agreed upon by the local Panel and Pharmaceutical Committees, and the articles and quantities named are to be supplied by the chemists as the necessity arises. It has also been agreed that Insurance (original) prescriptions need not be kept longer than six months. Mr. J. P. Gilmour then gave a course on *Pharmacy: Past, Present, and Future*, tracing the evolution of pharmacy from ancient times to the present. His opinion is that the lot of the chemist's assistant of to-day is much better than that of twenty or thirty years ago. Mr. Gilmour was cordially thanked.

Royal Institution.—At the Friday evening discourse on February 13 Professor J. Norman Collic lectured on the *Production of Neon and Helium by Electric Discharge*. Previous papers on this subject have been reported in *C. & D.* but on this occasion the lecturer was rather defensive, owing to the fact that Professor Strutt had been unable to repeat the experiments of the lecturer and his colleagues, Pattison and Masson. The brilliancy of the neon spectrum makes its identification comparatively easy, and its production was shown experimentally. The quantity of air taken was 1 c.c.; excess of hydrogen was got by sizzling with oxygen, and the oxygen was subsequently frozen out with the liquid air and charcoal method invented by Professor Dewar. The neon spectrum was

then obtained. The precautions taken to guard against error were next enumerated. It was suggested that Professor Strutt employed much larger charcoal tubes, and in this way probably absorbed any neon that might have been formed. The last-named investigator also had a different sparking arrangement. "Without knowing the conditions," said Professor Collic, "we stumbled on the fact that neon is produced; but Professor Strutt, with his more perfect apparatus, cannot obtain the same results." The lecturer suggested, with all reserve, that the neon and helium obtained come from the metals of which the electrodes are made.

Salford.—A meeting of the Salford Pharmacists' Association was held on February 12, at the Cattle Market Hotel, Cross Lane. Mr. Gill (President) occupied the chair, and there were present seventeen members and Mr. J. Lyle Davis (Hon. Secretary). Local matters were discussed.

Society of Chemical Industry.—At the meeting of the New York Section held on January 23, *The Perkin Medal* was presented to Mr. John Wesley Hyatt, the inventor of celluloid. The presentation was made by Dr. Charles F. Chandler, who outlined Mr. Hyatt's right to priority to the invention, as demonstrated by litigation that followed. Dr. Chandler cited the more important of seventy-five patents on plastics taken out by Mr. Hyatt and his associates, laying particular emphasis on the originality of the basic celluloid patent issued July 12, 1870. The speaker also mentioned Mr. Hyatt's inventions in other lines, such as his sugar-cane mill, his water settling and filtering apparatus, and his anti-friction roller bearings, after which the medal was presented with appropriate remarks. Mr. Hyatt's response was a simple recital of the facts of celluloid discovery. He explained that he started his investigations, while a printer, in order to win a prize offered for a billiard-ball made of some material that was cheaper than ivory, and stated that his lack of scientific training, while a hindrance in some ways, was an advantage, since he dared to do things in his first experiments with nitro-cellulose that no trained chemist would have tried. The employment of gun-cotton, or its solution, was suggested to him by noting the character of the evaporated colloid from an overturned bottle in his printing establishment. In his billiard-balls, an elastic core was coated with collodion or with ivory-dust and collodion. He then tried collodion evaporated to a pulp and subjected to hydraulic pressure. In his experiments on various solvents and binders he tried camphor, and found in it the ingredient needed to make pyroxylin plastic. He then described successive stages in the development of the celluloid industry in Newark, N.J.

POISONING FATALITIES.

THIRTEEN deaths due to the effects of poisons have been chronicled since our last issue. In two instances death resulted by misadventure.

Ammonia.—Sarah McGrath (21), the wife of a Seaham Harbour miner, took some ammonia with fatal effects.

Laudanum.—Martha Collier, an Ilkeston infant, died through laudanum being administered in mistake for castor oil.—This opiate was used at a London hotel for suicidal purposes by John Stoner (29), Elland, and by Geo. James Corbett (65), shoemaker and herbalist, Erith.—At Newcastle-on-Tyne, a Coroner's jury found that Jonathan Laing, joiner, died through having taken laudanum while in a depressed state of mind.

oxalic Acid was used for purposes of self-destruction by Harriett Caroline Knight (17), domestic servant, Putney.

Potassium Bichromate.—Fredk. Eaton (53), publican, The Holly Tree, Southwark Park Road, London, S.E., committed suicide by taking potassium bichromate, cutting his throat and wrists, and putting his head in an oven with gas turned on.

Potassium Cyanide.—The death of Frank Potts (19), electro-plater's assistant, Birmingham, was due to poisoning by some plating solution containing potassium cyanide and silver chloride which splashed into his face.

Prussic Acid.—A verdict of death from prussic-acid poisoning was returned at the inquest at Killiney on February 14 on George Hare (20), veterinary student, who disappeared from home last November after failing in an examination. It was stated that Mr. Batt, Ph.C., Sandymount Green, Dublin, had supplied the poison for a dog.

Salt of Lemon caused the self-inflicted death of Olive Williams (59), domestic servant, Cheadle, Manchester.

Spirit of Salt.—Kate Hitchener, Rugeley, poisoned herself with this corrosive acid.

Strychnine was the suicidal agent used by Annie Wilson at Castleblaney, co. Monaghan.

Veronal was taken with suicidal intent by Lucie R. V. Ormiston (35), widow, Richmond.

FESTIVITIES.

Bohemian Concert.

THE Liverpool office staff of Messrs. Evans Sons Lescher & Webb, Ltd., held a Bohemian concern at the Clarion Café on February 14, when a large gathering enjoyed an excellent programme of music and recitations, most of the artistes contributing being in the company's employ. During the interval for refreshments, the Chairman (Mr. G. M. McLoughlin) referred to the social functions which have been held during the winter session. There had been already two whist-drives, and it is proposed to hold a whist-drive and dance on March 20. He thought these gatherings give excellent opportunities for social intercourse, and tend to bring about good fellowship. Those who contributed to the programme included the Croxeth Quartette (Messrs. H. Malone, F. Jones, A. Jones, and W. Pritchard) and Miss J. Grigioni.

Social Evenings.

THE fourth annual concert of the staff of the London Wholesale Drug Warehouse of Boots Cash Chemists, Ltd., took place on Wednesday evening, February 18, at the Edrie Hall, Borough Polytechnic, S.E. Mr. John C. Boot presided, and was supported by Mr. P. Sparks, the warehouse manager. Over three hundred of the staff, with a number of friends, were present, and a most enjoyable evening was spent, refreshments being provided in the interval.

THE fourth social evening in connection with the North Kent Pharmacists' Association was held in the Masonic Hall, Rochester, on February 11, about ninety members and friends being present. The proceedings commenced with a whist-drive, the prize-winners being as follows: *Ladies*—Mrs. Acton (Chatham), Mrs. W. Smith (Strood), Mrs. Williams (Rochester), Miss Povey (Strood); *Gentlemen*—Mrs. E. Carr (Strood, playing as a gentleman), Mr. R. H. Cooper (Strood), Mr. J. J. Hanson (London), Mr. T. C. Holliday (Strood). Messrs. Allen & Hanburys, Ltd., supplied chocolates for distribution to the ladies. After refreshments had been served, the remainder of the evening was devoted to music. The artistes were Mrs. Roots, Miss Povey, Mr. T. C. Holliday, Mr. and Mrs. D. J. Williams, Mr. E. F. Pattenden, and Mr. R. H. Cooper (piano). The Misses Edmonds (of Rede Court) contributed an amusing sketch, "Domestic Arrangements." The programme was arranged by Mr. W. E. Clarke (Vice-President), and the general arrangements were carried out by Mr. G. E. French (Hon. Secretary of the Association).

Whist-drives.

AT the "Pagoda," Richmond Hill, on Wednesday, February 18, the Thames Valley Pharmacists' Association held their second whist-drive this season. The attendance numbered about one hundred. Play started at 7.30, and continued (with a short interval for refreshments) till 10.30 P.M. The President (Mr. F. Harvey), assisted by Messrs. A. Higgs, J.P., W. Peake, and F. Lloyd, were responsible for the arrangements. The prizes were distributed by Mrs. F. Harvey to the winners—viz.: *Gentlemen*—(1) Mr. Wilkinson, (2) Mr. Scarlett, (3) Mr. Poppiwell, (extra) Miss Cooke (playing as gentleman); *Ladies*—(1) Miss M. C. Lloyd, (2) Mrs. Swanswick, (3) Mrs. Alfred Higgs, (extra) Mrs. Griffith.

A SUCCESSFUL whist-drive and dance, promoted by the Chesterfield Pharmacists' Association, was held on February 16 at the Market Hall, when over eighty members and friends were present. The first part of the evening was devoted to whist, in which the whole company took part. At the end of the twelfth game supper was served. A further twelve games were played, when refreshments were handed round. The prizes were next distributed by Mrs. Twelves (wife of the President) as follows: *Ladies*—Mrs. Lansdowne, Miss Dorothy Hadfield, Miss R. Brinson, Mrs. J. Toplis, Miss Pearl Brinson, and Miss Jephson. *Gentlemen*—Mr. Percy Chapman, Mr. Frearson, Mr. Ernest Toplis, Mr. Wilbourn, and Mr. W. Brinson. Dancing then commenced, and continued until half-past two o'clock. The arrangements, and also the duties of M.C., were carried out by Messrs. G. D. Denwood, J. J. Nuttall, and J. H. Toplis (Hon. Secretary).

Dinners.

MESSRS. JAMES WOOLLEY, SONS & CO., LTD., held their annual staff dinner at the Grand Hotel, Manchester, on February 14. About sixty sat down to dinner, and this number was augmented at a very successful concert which followed. The singers included Messrs. Franklin, Vallance, Macdonald, Smith, and Wood. Mr. Hudson was the elocutionist, and Messrs. Farrow and Reekie humorists. Mr. Granville Shaw's

solo on the 'cello and Mr. Griffith's on the concertina received special applause.

THE annual dinner of the Blackpool and Fylde Pharmacists' Association was held on February 11 at the Palatine Hotel, Blackpool. The President (Mr. J. W. Huddart) presided over a good attendance, and was supported by Dr. Carr (President-elect of the Blackpool Branch of the British Medical Association), Dr. Barton, Dr. Butcher (Chairman of the Medical Benefits Sub-Committee of the Blackpool Insurance Committee), and Mr. W. B. Bates (Borough Treasurer and Clerk to the Blackpool Insurance Committee). The wholesale trade was represented as follows: Messrs. Bellamy (F. Schutte & Co., Ltd.), F. Naylor (S. Maw, Son & Sons), Wellings and Nall (Evans Sons Lescher & Webb, Ltd.), N. A. Wood (John Thompson, Ltd.), W. G. Saunders, Ph.C. (Ayrton, Saunders & Co., Ltd.), J. R. Steadman (Crown Perfumery Co., Ltd.), and J. Swinglehurst (J. F. Wilkinson). The President submitted the loyal toast, and that of "The Pharmaceutical Society" was given by Mr. G. A. Clarke, Mr. C. H. Turner (the Divisional Secretary) replying. Mr. H. P. Withers proposed the toast of "The Medical Profession," and Drs. Carr and Barton replied. Mr. J. H. Taylor proposed "The County Borough of Blackpool," and Mr. Bateson replied on behalf of the Corporation. "The Blackpool and Fylde Pharmacists' Association" was submitted by Dr. Butcher, and the President replied. The toast of "The Visitors" was proposed by Mr. D. J. Bailey, and Mr. Wellings and Mr. Naylor responded. Songs were rendered during the evening by Miss Marie Fairclough, Mr. J. F. Blackhurst, Mr. J. Swinglehurst, and Mr. R. Hall, A.R.C.M.; and Mr. P. M. Dayman was the accompanist.

THE annual dinner of the Dewsbury Pharmacists' Association was held at the Railway Hotel on February 17. Mr. G. N. Gutteridge presided, and among those present were Messrs. F. Pilkington Sargeant, J. H. Beacock (Leeds), H. C. Hebdon (Halifax), F. E. Burdett (Bradford), R. Broadhead (Batley), A. R. Briggs (Horbury), S. N. Pickard (Ossett), W. Blakeley (Birstall), J. Day, R. Gledhill, G. Heughan, and R. J. H. Day (Hon. Secretary). Mr. Gledhill proposed the toast of "The Pharmaceutical Society," and remarked that if they had not had a representative in Parliament they would not have been in the position they were to-day in regard to the National Insurance Act. Mr. Sargeant, in responding, said he was glad to know that the Dewsbury Association appreciated the fact that the Pharmaceutical Society has taken a new lease of life. During the last few years pharmacy had been revolutionised, and the Society had recognised that in the future it would have to deal with other than purely academic principles. The organisation which has been set on foot is capable of doing great work. They had first formed an Executive Committee, of which the Council must have control, otherwise there would be a danger of two classes arising in pharmacy—one connected with the trade interest, and the other with the professional interest. The immediate work which the Executive would have to do would be to give a lead to those Pharmaceutical Committees in areas where there was a possibility of the discounting clause being put into operation. It would also have to deal with any scheme for the formation of permanent Pharmaceutical Committees after the period for which the present Provisional Committees were elected expires in July next. "The Dewsbury and District Pharmacists' Association" was submitted by Mr. Briggs, and responded to by Mr. Broadhead. Mr. Blakeley proposed "Kindred Associations," and Mr. Hebdon, in responding, said that the National Insurance Act on the whole has been a splendid thing for chemists. At the same time he thought it grossly unfair that they should be treated as the inferiors of doctors, who, after all, are only the servants of the State, like themselves. Mr. Beacock also contended that chemists have now a better outlook than ever they had before. The President briefly acknowledged the toast of his health, which was proposed by Mr. Pickard, who agreed that the Insurance Committees and the Commissioners pander too much to the doctors. Mr. R. J. H. Day also replied to the toast.

THE tenth annual dinner of the West Ham Association of Pharmacists was held at the London Tavern, Fenchurch Street, London, E.C., on February 12. Mr. W. Potter (President) was in the chair, supported by Sir Richard Winfrey, M.P., Mr. E. White (President of the Pharmaceutical Society), Mr. T. H. W. Idris, Alderman J. R. Hurry, Mr. R. Hewitt (Chairman of the Medical Benefit Sub-Committee), Mr. C. A. Clark (Clerk to the West Ham Insurance Committee), Dr. W. Lauzon Brown, Dr. F. Davys, Dr. Frank Challans, and other West Ham doctors, Mr. John C. Umney and Mr. T. R. Williams (Wright, Layman & Umney, Ltd.), Mr. H. Mitchell, Mr. J. H.

s, and many members of the Association. The men of the spur tables were Mr. Henry Soper, Mr. Evans (Vice-President), Mr. T. H. Seed, and Mr. Johnson. Wholesale houses were well represented, them being Evans Sons Lescher & Webb, Ltd., Boyes, Camwal, Ltd. (Mr. Pirrie and Mr. Baker), W. W. W. & Co. (Mr. Curry), Ingram & Royle, r. P. O. Royle), Ashton & Parsons, Ltd. (Mr. J. ad), T. Kerfoot & Co. (Mr. A. C. Wright), F. New- Sons, Ltd. (Mr. Pickering and Mr. Mumford), Idris Ltd., S. Maw, Son & Sons, Wülfing & Co., Erasmic J. (Mr. G. Parmacott), Bovril, Ltd. (Mr. C. W. Price's, Ltd. (Mr. Godbold), Fassett & Johnson, Parke, Davis & Co. (Mr. Ainslie), Boulton Ltd. (Mr. H. E. Ramsey), Robert Blackie, Allen & Sons, Ltd., Shirley Bros., J. Townsend & Sons (Mr. Aker), Hodgkinson, Prestons & King, and R. Gibson & (Mr. Arnold). After dinner and the loyal toast, Alder- ury proposed the toast of "The House of Com- and referred to the significance of the words "may" hall" in Acts of Parliament. The vital importance all" in the National Insurance Act was mentioned, o the fact that, although in West Ham the Act is 75 smoothly, the administration requires the keenest 5 for the month, which had 809 prescriptions of 7d. and while in the same area another account, 271, for month, contained 743 prescriptions of 7d. and under. is surely something wrong here—either in the one 50 too much drugs are being ordered, or in the second 50 too little. While acknowledging that doctors and 5ents have done their utmost in West Ham to make 5 the working of the National Insurance Act, the cost 5 prescriptions must be gone into keenly and deeply. Sir 5d. Winfrey, who had that day received the accolade 5 from the King, replied, and in a reminiscent 5 speech sketched the outstanding features in his career since the time he 5 was apprenticed at Stamford forty years before. He 5 has still a warm place in his heart for pharmacy, and since he had been in 5 Parliament had endeavoured to help forward any movement for the 5 bettering of pharmacy. In the House he had had the invaluable aid of two 5 colleagues—Mr. Idris and Mr. Glyn-Jones. Mr. Idris 5 has retired from Parliament, but took an active part in the legislation which resulted in the passing of the Poisons and Pharmacy Act, which took place at the psychological



RICHARD WINFREY, M.P.
[Photo, Lafayette, Manchester.]

ent, and prepared the ground for the recognition of 5ists in the National Insurance Act. Mr. Glyn-Jones was 5 to be present that evening owing to another engagement. Referring to the difference between "may" and 5 "shall" in Acts of Parliament, he said in his opinion these 5 represent the difference between the two political 5, and often indicate compromise on vital matters. V. Lauzon Brown proposed the toast of "The Pharmaceutical Society" with a good deal of Scotch humour; and E. White, in reply, referred to the cost to the Society 5 affecting the public, which is done at no expense to the 5try. He mentioned also that Mr. Glyn-Jones had that 5 introduced a Bill dealing with assistants' qualification, 5 promised when the National Insurance Act was passing 5 through the House of Commons. He (the speaker) was 5, however, that the chances for a private member's 5 are not very great in the present Session. After Mr. 5's speech a collection was made for the Benevolent 5, which realised 51. Mr. J. E. Evans proposed the 5 of "The West Ham Insurance Committee," and referred to the cordial relations existing between the 5 Committee and chemists. Mr. R. Hewitt, in reply, confirmed 5 and congratulated the Association on the able representative (Mr. Harold Mitchell) they have on the Committee. Mr. (Mr. Mitchell) is always there, and ever ready

to explain any technical matter that comes before the Committee. Mr. Mitchell next proposed the toast of "The Medical Profession," to which Dr. Dayus replied. Dr. Challans proposed the toast of "The Association," and the President replied. Mr. J. H. Matthews proposed the last toast, that of "The Visitors," and to this Mr. C. A. Clark replied. A good musical programme was gone through in the intervals of the speeches.

THE annual dinner of the Halifax Chemists' Association was held at the Old Cock Hotel on February 13, Mr. H. K. Woodward (President) in the chair. Supporting him were Messrs. J. W. Tiffany, B. C. Hodgson, and J. A. Sutcliffe (Vice-Presidents), P. W. Swire (Hon. Treasurer), R. V. Sutcliffe (Hon. Secretary), W. R. Fielding, W. R. Black, J. Swire, G. Dixon, C. Fielding, L. Chambers, J. A. Sutcliffe, W. Bottomley, J. Patchett, A. M. Drake, L. H. Proctor, G. M. Cobb, H. Hebdon, E. U. Foster, A. Haigh, J. H. F. Wilkinson, and Taylor, jun. The visitors present included Messrs. R. H. West (Stockport), J. A. Dewhurst (borough analyst), F. P. Sargeant (Leeds), A. Oliver (Oldfield, Pattinson & Co., Manchester), W. Darbyshire (J. Wilkinson, Manchester), G. J. R. Parkes (The British Drug Houses, Ltd.), F. Taylor (S. Maw, Son & Sons), R. P. Cundall (Goodall, Backhouse & Co., Leeds), M. Firth (Bradford), and J. B. Wood (Huddersfield). After the loyal toast, Mr. B. C. Hodgson proposed "The Pharmaceutical Society," and Mr. F. Pilkington Sargeant, replying, remarked that on the educational side of the Society's work there have been changes during the past year, and there would probably be more vital changes as time goes on. He explained the new organisation scheme, and pleaded for support of the Benevolent Fund. Referring to the National Insurance Act, he said that the principle of national health insurance, having been admitted to this country, would no doubt be extended in course of time to the dependants of the insured. Pharmacists should not be lulled into any sense of false security. They have the dispensing, and must do their best to show that no system of administration of Medical Benefit can be an efficient system without the co-operation of the pharmacist. Mr. L. Chambers proposed "Kindred Local Associations," and Mr. M. Firth and Mr. J. B. Wood responded. Mr. J. W. Tiffany submitted "The Visitors," and Mr. Denton Walker replied. Mr. J. W. Clark, J.P., proposed "The Halifax Chemists' Association," and the President, responding, mentioned that without exception every qualified retail chemist in Halifax and district is a member of the Association. During the evening an enjoyable programme of music and recitals was provided by Messrs. Gibson Dixon, G. J. R. Parkes, Oliver, J. W. Tiffany, J. T. Murray, and Midgley, with Mr. A. Haigh as accompanist.

RINGWORM PAINT.

A RINGWORM PAINT, devised by Dr. Williams, has been found by Dr. Savill ("Practitioner") to be very effective. At the Children's Hospital the time taken for cure averaged three weeks. The lotion (as Dr. Savill calls it) is as follows:

Ac. picric.	...	...	...	...	gr. vij.
Camphor.	...	...	...	...	5ss.
Spt. vini rect.	...	...	...	...	5ss.

Solve.

The directions are that the hair should be cut round the diseased patch in the usual way, and the "lotion" painted on with a camel's-hair brush morning and evening. As the lotion evaporates, a yellow powder accumulates on the head. This powder must be washed away lightly at least twice a week, so as to insure that the fresh application reaches the scalp. Dr. Savill states it is important that the hair should be cut short by clipping or shaving two or three times a week; otherwise the paint does not penetrate to the scalp, but accumulates on the hairs. If all these details are carefully observed, the hair becomes loosened in about three or four weeks, and can readily be pulled out by epilation forceps. Epilation must be performed carefully with the forceps applied as closely to the root of the hair as possible; otherwise the hair is broken off above the scalp, and the disease remains in the follicle. In order to make sure of the degree of progress of the disease and of its absence at the end of the treatment, Dr. Savill is in the habit of employing the useful and rapid method of rubbing over the patches with chloroform; as it evaporates, the gray frosted appearance of the diseased hairs cannot be mistaken or overlooked. When epilation had been performed roughly the tiny stumps of the broken shafts are instantly revealed.

TRADE-MARKS.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1914, p. 237.

Objections to the registration of any of the undermentioned applications must be stated on Form T.M. No. 7 (obtainable at Money Order Offices for £1) and lodged with Mr. W. Temple Franks, Comptroller-General, Patents Office, 25 Southampton Buildings, Chancery Lane, London, W.C., within one month of the dates mentioned.

(From the "Trade-marks Journal," January 28, 1914.)

"BAC-DERMA"; for a skin-ointment (3). By Moorheads, Ltd., 37 High Street, Sheerness. 354,433.

"DERMOLINE"; for a medicated ointment (3). By A. Jacob, 443 West Strand, London, W.C. 355,188.

"IOSEPT"; for medicinal chemicals (3). By Reynolds & Branson, Ltd., 13 Briggate, Leeds. 357,377.

"AGLA"; for non-medicated surgical instruments, etc. (11). By Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C. 357,244.

"REGENT"; for chocolate, etc. (42). By United Drug Co., 114 Oldhall Street, Liverpool. 355,842.

"LACTAROM"; for all goods (42). By A. Wulfsing & Co., 12 Chenes Street, London. 356,568.

"VITALIS"; for a mineral water (44). By Kittel & Co., Ltd., 5 Fenchurch Street, London, E.C. 356,768.

"INKOVEN"; for a preparation for removing ink (47). By H. O. Edwards, 19 Clarendon Road, West Croydon, Surrey. 357,145.

"KESTONA"; for all goods (48). By D. S. Logan, 81 Tontine Street, Folkestone. 353,920.

"RHENA"; for all goods (48). By Sarah L. H. M. Swaby, 65 Conduit Street, London, W. 356,783.

"GLINTA"; for preparations for the hair (48). By The Standard Tablet and Pill Co., Ltd., Hove. 357,221.

(From the "Trade-marks Journal," February 4, 1914.)

Circular device of birds, with words "NERFALE BIRD MEDICINES" and facsimile signature "FRANC DITCHFIELD"; for bird-medicines (2). By F. Ditchfield, 37 Nugget Street, Oldham. 356,172.

"MOULDOS"; for chemicals (2). By Newton, Chambers & Co., Ltd., Thorncliffe, near Sheffield. 357,354.

"MUVEO"; for veterinary chemicals (2). By L. C. Tipper, 43-45 Homer Street, Balsall Heath, Birmingham. 357,465.

"QUIXO"; for chemicals (2). By Lever Bros., Ltd., Port Sunlight, Cheshire. 357,486.

"CROCODILE"; for medicinal chemicals (3). By F. W. Hamworthy, Riverside Works, Silk Mill Lane, Derby. 356,188.

"OPTOCHIN"; for ethylhydrocupreine. By Zimmer & Co., 46 Darmstädter Landstrasse, Frankfort-on-the-Main. 356,220.

"ORO"; for an ointment (3). By F. G. Gorman, 4 Shaftesmoor Avenue, Acocks Green, Birmingham. 357,275.

Label device of gipsy woman, with words "ROMANY RUB"; for a medicine for external use (3). By Gertrude M. Hinscliff, 66 Middle Road, Harrow-on-the-Hill. 356,346.

Device of man breaking crutch, with words "DISCARDING THE CRUTCH" (wording disclaimed); picture of statue of man breaking crutch; for medicinal chemicals (3) and for goods (4). By A. Winter & Söhne, 33 Franz Joseph Strasse, Bad Pötschen, Hungary. 356,709/10/11/12.

"PARAFECT"; for medicinal chemicals (3). By Reynolds & Branson, Ltd., 13 Briggate, Leeds. 357,378.

"ELIME NAIB" in facsimile writing; for a gout medicine (3). By Emil Bian Landstrasse von Walfertingen, Dommeldange, near Luxembourg. 356,408.

"PERHYDRIT"; for medicinal chemicals (3). By E. Merck, 66 Crutched Friars, London, E.C. 357,437.

"DUOO," "PERL" and "RESELIX"; for goods (8). By Boot's Pure Drug Co., Ltd., 37 Station Street, Nottingham. 356,975/6/7.

"MOSQUIESQUE"; for glass containers for antiseptic solutions (15). By C. J. Hewlett & Son, Ltd., 35-42 Charlotte Street, London, E.C. 355,163.

"DRYAD"; for goods (47), for perfumery, etc. (48), and for goods (50). By C. Thomas & Bros., Ltd., Broad Plain Soap-works, Bristol. 357,332/3/4.

"REXORA" ("Rex" disclaimed); for toilet preparations (48). By A. McConachie, 40 Milward Crescent, Hastings. 355,275.

"GUTTAMYL"; for wafer capsules, tablets, or shells for administering medicines (50). By J. Schmidt, Innere Cramklettstrasse 6, Nürnberg, Germany. 356,753.

Japanese Mint Oil.

WE recently reported that oil of Japanese mint was being offered in one quarter at several pence below current market rates, and that such offers should be looked upon with suspicion. The probability is that a much larger percentage of menthol has been removed from such oil by further treatment in Germany, where, working with skilled chemists and better apparatus, they are able to extract more menthol than the Japanese. At present prices this is profitable, but when the residue is afterwards repacked in tins and cases similar to those used for normally dementholised Japanese oil, and sold as such, it is necessary to exercise greater care in purchasing. As a rule, Japanese mint oil contains about 80 per cent. of menthol, but after dementholisation in Japan this is reduced to from 40 to 50 per cent.

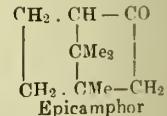
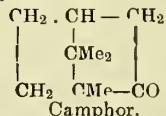
In dealing with this matter "The Perfumery and Essential Oil Record" for February says that "dementholised mint oil containing from 45 up to sometimes even 55 per cent of menthol has by custom become universally known to the trade as 'dementholised mint oil,' and it is probable that nothing else would be considered a good delivery on a contract for dementholised oil. Certainly ordinary commercial arbitrators would not consider anything else a good delivery, and it is highly probable that the Courts would accept evidence of custom and decide accordingly. Recently, however, the Japanese oil has been treated in Germany by more scientific processes than those used in Japan, and a considerable further quantity of menthol extracted. A very low-grade residue results, very poor in menthol, and which cannot, consistently with the above-mentioned customs, be honestly sold as Japanese dementholised mint oil. We have reason to believe that this residue is being packed in this country and sold as Japanese oil, and we would draw users' attention to the desirability of insisting on either a recognised brand, or a guarantee of the menthol percentage, which should not be under 45 per cent. total menthol (free and combined)."

SCIENTIFIC PROGRESS.

Temperatures under this heading are on the Centigrade scale

Oxycolchicine.—Zeisel and Friedrich ("Monatshefte," 1913, 1181) have treated the alkaloid colchicine with sulphuric acid and potassium bichromate, and obtained an oxidation product, C_2H_2NO or $C_2H_2NO_2$, which melts at 266° - 268° and forms yellow microscopic prisms. They have named this new base oxycolchicine.

1-Epicamphor.—J. Bredt and W. H. Perkin summarise the attempts at preparing this substance, and also the successful methods for obtaining it, in the "Journal of the Chemical Society" for December 1913 (p. 2182). The preparation of *d*-bornylene-3-carboxylic acid, the starting point of all methods of obtaining *l*-epicamphor, is long and tedious, and its subsequent conversion into epicamphor involves a complicated series of reactions, several months being required to prepare 200 or 300 grams of epicamphor. It was found that *l*-epicamphor has an odour very similar to, but yet distinct from, camphor, melts at 182° , and distils at 213° , with $[\alpha]_D$ in benzene -58.21° . The formulae of camphor and epicamphor are:



Apart from the relative positions of the carbonyl and methylene groups, the most striking difference is that one of the linkings is attached to the tertiary CMe group in the case of camphor, whereas, in epicamphor it is attached to the secondary CH group. It was accordingly expected that the carbonyl group of epicamphor would show greater reactivity than that of camphor; nevertheless, it refuses to combine with hydrogen cyanide, and epicamphor brominates in much the same way as camphor. As regards physiological action, it was found that the favourable action of epicamphor on the heart-beat was not apparent until the solution administered is about four times as strong as that of camphor producing the same effect. Even at this concentration the effect soon disappears, whereas with camphor it persists much longer. The action of camphor is toxic at the concentration necessary for favourable action in the case of epicamphor. A number of derivatives, including *l*-epiborneol, are described.

TRADE REPORT.

ces given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling and the like. Qualities of chemicals, drugs, and many other commodities vary greatly, and higher values than those here quoted are charged for selected qualities of natural products even in bulk quantities. Retail buyers, not, therefore, for these and other reasons, expect to chase at the prices quoted here.

42 Cannon Street, E.C., February 19, 6.30 p.m.

The balance of opinion is that business is decidedly quiet and markets almost featureless. Lemon oil has advanced in primary markets as the result of active buying, but it is doubtful if the rise can be maintained if consumers hold off. Orange oil, on the demand, is easier, as is Bourbon geranium, which is thought to have touched bottom, and at the decline is selling more freely. American peppermint oil is firmer, in sympathy with strong primary advices and Star anise is a trifle weaker, and cassia is steady; lemongrass and citronella are on the easier side. Among fixed oils, new cod-liver and English castor oils are cheaper, while turpentine is firmer. Among drugs ergot and fennel-seed are offered at lower rates. Guia grains, cevadilla, and wormseed are dearer. Galgal is scarce, and lycopodium and Persian galls are downwards. Opium is cabled about 1s. dearer, but lack interest at the moment. Cinchona at the London auction brought full prices. Quinine is firm, but it is not anticipated that makers will alter their prices after the next week. Tartaric acid has been active for forward delivery. Citric is a dead letter. Morphine at present has been advanced about 2d. consequent on the opium news. The principal movements have been as follows:

Higher	Firmer	Easier	Lower
Caraway-seed	Anise oil (star)	Cardamom-seed	
Morphine	Arsenic	(Indian)	
Opium	Bergamot oil	Ergot	
Peppermint oil (Amer.)	Castor oil (Eng.)	Fennel-seed	
Sarsaparilla (Grey Jam.)	Citronella oil (Ceylon)	Isinglass	
Senna pods (Tinn.)	Cod-liver oil	Turmeric	
Turpentine	Galls (Pers.)		
	Geranium oil (Bourbon)		
	Ipecacu-nha (Matto Grosso)		
	Lycopodium		
	Orange oil		

For Chemical Market reports, see Coloured Supplement.

London Markets.

TRSE OIL (STAR).—Spot is easier, "Red Ship" brand being at 6s. and February-March shipment at 5s. 3½d.

UNSEED is steady at 26s. to 27s. 6d. per cwt. for delivery to fair Russian on the spot.

ARSENIC is 5s. per ton cheaper, the current price for white powdered English being 14d. in barrels and 15d. in bags.

SAFETIDA.—At the drug-auctions a fortnight hence 300 packages, including new arrivals from the Persian Gulf, will be offered. In to-day's drug-auction 100 cases sold without reserve at from 42s. 6d. to 52s. 6d. ordinary brownish and dark block, part loose and falling loose.

BERGAMOT OIL is unaltered at 17s. 8d. per lb. c.i.f. for 38 per cent. esters, and on the spot good brands are quoted from 19s. to 20s. 6d. A Catania report, dated February 4, states that "owing to quite limited export demand prices have declined rather sharply. The market is now quiet. Including stocks carried over from last season this year's output is somewhat larger than last year's supply, but, the producing area for this oil being small, a reaction is possible."

A Sicilian advice, dated February 14, reports market as unaltered. Demand from abroad continues very limited, and consequently what business has been done was at a further slight concession.

CAMPHOR.—The *Atsuta Maru* has brought 720 cases crude from Keelung.

CAMPHOR OIL.—The value of genuine white essential is about 65s. per cwt. for single-case lots, and less for quantity.

CANARY-SEED is firm with business doing in common Morocco at 80s., Turkish at 86s., and fine Spanish at 130s. per quarter. Cleaned River Plate is quoted 72s. 6d. c.i.f. terms for shipment.

CANTHARIDES.—Russian flies for prompt shipment from Hamburg are quoted 6s. 11d. per lb. net c.i.f.

CARAWAY-SEED is firmer at 26s. to 27s. 6d. per cwt. for common to good Dutch.

CASSIA OIL.—Business is reported to have been done in 80 to 85 per cent. c.a. at 3s. per lb. c.i.f. for February-March shipment; spot is quoted at 3s. 4d. for this percentage.

CASTOR OIL.—English make of first pressing is 5s. per ton easier at 25l. 10s. in barrels for prompt and at 25l. 15s. for March-December delivery, with the usual 50s. per ton extra for cases. Pharmaceutical quality is 28l. in barrels and 30l. 10s. in tins in cases, delivered free on wharf London. Belgian firsts, prompt and forward, is quoted 25l. per ton in barrels f.o.b. Antwerp.

CEVADILLA is much dearer on account of unfavourable crop reports, prime in at least half-ton lots offering at 60s. per cwt. c.i.f.

CHALK, PRECIPITATED.—Finest light white in 5 to 1 cwt. casks is quoted at from 11l. 10s. to 12l. 10s. per ton net, free ex wharf London, or c.i.f. U.K. ports, in minimum lots of half-ton.

CHILLIES.—Japanese are scarce on spot, the value being from 65s. to 70s.

CINCHONA.—At the London auction on Tuesday 461 packages offered, of which about half sold at fully previous prices, the average unit being 1½d. per lb. Of East Indian 381 packages offered and 140 sold, comprising crown, stem and quilly chips, 3½d. to 4½d., and root, 4d. to 4½d.; Succirubra, 4½d. to 5d.; and Ledgeriana, 3½d. to 6½d.; 50 bales and 30 cases Java were bought in.—The exports from Java to Europe during the first half of February were 899,000 Amst. lb., against 983,000 Amst. lb. in 1913 and 710,000 Amst. lb. in 1912. Further particulars in regard to the Amsterdam tender on February 25 show that the 10,131 packages to be offered weigh 885,178 kilos., and contain the equivalent of 52,670 kilos. quinine sulphate, the average percentage of the alkaloidal salt being 5.95. At the auction of pharmaceutical bark to be held on February 26, 856 bales and 492 cases Java will be offered, weighing 77,871 kilos. and containing the equivalent of 2,191 kilos. quinine sulphate.

CITRIC ACID remains a dead letter at from 1s. 11d. to 1s. 11½d. per lb.

CITRONELLA OIL.—Ceylon is easier at from 1s. 7d. for drums and 1s. 8d. for cases on spot; to arrive 1s. 5½d. net c.i.f. fails to attract business, consumers being independent; although little Java is offered for forward shipment, prices are a trifle easier at 5s. net c.i.f.; spot values are from 5s. 9d. to 6s. per lb.

CLOVES have been steady, the spot value of fair Zanzibar new import being 5½d. and old crop 6½d. The sales to arrive include January-March shipment at 5½d. and March-May at 5½d. c.i.f. For delivery June-August has been sold at 6½d., closing sellers on Wednesday at 6d.

COCA-LEAVES.—At the auction to be held at Amsterdam on February 26, the 2,283 packages to be offered weigh 122,869 kilos, the total alkaloidal content being 2,108 kilos. The average percentage is 1.72, compared with 1.68 in January. The average unit paid at the January auction was 16.26s. per half-kilo.

COD-LIVER OIL.—The improvement in the Lofoten fishing has led to easier rates, finest new offering at from 80s. to 82s. 6d. per barrel c.i.f. terms, and old at from 75s. to 78s. c.i.f. Buyers, however, in quantities still hold aloof. The arrivals comprise 210 barrels from Bergen to London.

Messrs. Brodr. Aarsæther, of Aalesund, in their weekly report dated February 9, state that the demand last year upon the whole was rather unsatisfactory, and it is supposed that about 25,000 barrels were carried over into the New Year. Of this quantity, however, a great deal will no doubt be found unsuitable for medicinal purposes, having deteriorated through too long storage. The weather has for several weeks been very stormy, so that few fishermen have so far arrived at the fishing stations, and the catch has commenced in a few districts only. The weather now, however, is calmer, although it is still very unsettled, and the catch, the prospects for which seem fair, will, of course, depend on the weather for the next two months.

According to cabled statistics, the catch and output up to February 14, as compared with the corresponding period of 1913, is as follows:

	Catch of cod	Livers for raw oil (hect.)	Yield of c.l.o. (hect.)
Lofoten, 1914...	591,000	83	521
do. 1913...	371,000	157	214
Whole country, 1914...	4,900,000	1,955	4,810
do. 1913...	7,067,000	2,158	5,909

Our Bergen correspondent writes on February 16 that the stormy weather continues, and the results of the fishing up to date are not satisfactory. The official report give the following statement up to February 14:

	1912	1913	1914
Catch of cod (millions)	12.3	7.0	4.9
Yield of c.l.o. (hect.)	11,500	5,900	4,800
Yield of liver for raw oils (hect.)	2,800	2,150	2,000
<i>Lofoten.</i>			
Catch of cod (millions)	1.8	0.4	0.6
Yield of c.l.o. (hect.)	1,385	215	520
Yield of liver for raw oils (hect.)	150	150	85

With calmer weather regular development of the fishing is hoped for. The tendency of the market is rather weak, with prime non-congealing Lofoten oil offering at below the previous quotation of 83s. 6d. c.i.f. The total exports from all Norway during January amounted to 3,250 barrels, against 3,450 barrels in 1913.

COPPER SULPHATE.—Quiet at 22s. 10s. for the usual Liverpool brands.

CORIANDER-SEED.—A fair business has been done lately at 19s. per cwt. for good Morocco on spot, being steady.

CUMIN-SEED is quiet and unchanged at 25s. per cwt. for ordinary old crop Morocco.

ERGOT.—Russian for March shipment from Hamburg is offered at the cheaper rate of 1s. 7 $\frac{1}{2}$ d. per lb. net c.i.f.

FENNEL-SEED.—For shipment from Hamburg, German is quoted at from 32s. 6d. to 37s. per cwt.; Levant is quoted at from 22s. to 25s. c.i.f.

FENUGREEK-SEED is slow of sale at 10s. to 10s. 6d. per cwt. for Morocco.

GALANGAL is scarce on the Continent, but a new parcel expected at the end of the month is quoted at 22s. 6d. per cwt. c.i.f.

GALLS.—Persian on spot are easier inclined at from 47s. 6d. to 48s. per cwt., sellers being anxious to make progress.

GERANIUM OIL.—A fair business has been done in Bourbon description at the recent decline. It is possible to buy brands of repute to come forward at from 13s. to 12s. 6d. delivered in London, and for spot oil, which is by no means plentiful, 12s. 3d. to 12s. 6d. is quoted. African is quoted at from 15s. to 17s. net, according to position, and the spot value is from 21s. to 23s. French is quoted at from 36s. to 40s.

GUARANA.—According to reports from Brazil an export duty of 15 per cent. is to be placed on this drug, which

induced consumers to cover themselves immediately. It is not possible to buy under 25s. per kilo in Hamburg.

GUINEA GRAINS are dearer, Hamburg quoting 60s. per cwt. c.i.f.

HENBANE.—Russian of the new crop is offered for shipment from the Continent at 30s. per cwt. c.i.f.

INSECT-FLOWERS.—Although present prices are on a much lower level, as compared with the past few years, yet they are not considered sufficiently attractive to buyers. Consequently the market has been quiet for some time past, but during the last week or so there have been a few inquiries, and with the approach of the buying season more interest is expected to be taken. The following are current quotations for Dalmatian flowers: Finest wild closed 114s., cultivated closed 10s., half-open 92s. 6d., and open 85s. per cwt. c.i.f.

JALAP remains low, 8 per cent. offering at 7d. and 7 per cent. at 6 $\frac{1}{2}$ d. per lb. c.i.f. in at least half-ton lots.

KOLA.—African have been in brisk demand in Hamburg, and first-hands have sold out; second-hands quote 5 $\frac{1}{2}$ d. per lb. c.i.f. for at least half-ton lots.

LEMON OIL.—Quotations in primary markets have advanced about 1s. per lb. from the lowest, due, it is said, to a speculative movement in which little faith is placed on this side. The range of prices quoted by agents varies from 8s. 5d. up to 9s. 3d. per lb. c.i.f. for brands of repute. Spot prices are from 8s. 9d. to 9s. 6d. per lb. To-day from 9s. 2d. to 9s. 6d. is quoted from primary sources, market closing strong.

The Citrus Oils Co., under date of February 13, report a much firmer market for lemon oil, owing to the manoeuvres of the "bulls," who, having to justify their incorrect predictions, as well as their mis-statements about the season's production, are now doing their best to prevent the price from falling still lower. The drop has been too violent and more rapid than was expected and desired, and this circumstance has contributed to the present reaction. In such a state of the market a small advance is sufficient to induce all holders to entirely suspend sales, and "bulls" then have an easy game in pushing up the market further. The weak point in these manoeuvres, however, is that these "bulls" are contracting for March-April delivery at higher prices than they could buy at for immediate delivery. The company consider it good luck for consumers that prices do not fall too low during the manufacturing season, as this will undoubtedly encourage a still larger production than originally anticipated by them.

A Sicilian advice, dated February 14, states that "an entire change in the position set in since our last report. The returns for the sales of fresh fruit in various European countries having been more favourable, the market veers round completely, especially as growers had already shown more resistance to the decline in lemons. As generally happens when fluctuations are sudden and rapid, like those of the last two weeks, the lowest prices recently mentioned were quite nominal, and were not realised in actual transactions, but represented mere talk between buyers and sellers, both of whom were reluctant to make actual engagements. As also usually happens when market movements are specially quick, the mere fact of the movement having stopped caused a reaction, and prices again advanced from the lowest figures which had been quoted, although very little business has actually been done. In fact, buyers abroad are still under the impression of the rapid decline, and have therefore sent in inquiries, but very few orders. As far as local trade is concerned, some speculators are trying to fan the flames, but most of the genuine trade has adopted a waiting attitude, pending the action of actual consumers abroad. The further development of the market will, we believe, largely depend upon what consumers do. If an important demand sets in from abroad, sellers certainly will not fail to take advantage of the favourable opportunity of strengthening the market still further. On the other hand, if consumers abroad still remain indifferent, it is not probable that local requirements will be of such a nature as to maintain the tension for any length of time."

LEMONGRASS OIL is extremely quiet, spot offering at 2 $\frac{1}{2}$ d. per oz., and on c.i.f. terms 2 $\frac{3}{4}$ d. is quoted, without buyers.

LIME-JUICE.—Rather a better undertone is noted, the value of fair raw West Indian being 1s. 4d. per gallon.

LINSEED is unchanged at 50s. to 52s. 6d. per quarter for good clean qualities.

LYCOPODIUM.—Russian in lots of at least five cases is quoted at 1s. 6 $\frac{1}{2}$ d. per lb. c.i.f. for treble-sifted quality.

ARIN OIL.—The crop having been small, prices in markets have advanced and remain firm.

ECHOL remains very quiet, with spot sellers of shi at 12s. 6d. and other brands at 12s. 3d., at business has been done. Arrival market has been quiet, with scarcely a transaction up to Wednesday; quoting Kobayashi for February-April shipment in oil at 15s. 9d. e.i.f. To-day sellers quote 1d. c.i.f. for January-March menthol alone. The comprise 10 cases *via* Havre and 55 cases from direct.

IN OIL.—Quiet. Japanese dementholised has been February-April shipment at 4s. 1½d. c.i.f., sellers close quoting 4s. 3d. The *Atsuta Maru* has brought cases from Kobe, and the *Redstart*, *via* Havre, 70

MORPHINE.—As a result of the higher prices quoted from Smyrna, morphine makers are asking an average of about 2d. per oz. to-day, quoting 7s. 9d. for quantities of hydrochloride powder and 8s. for

VOMICA is firm, with business in Madras seed 1 per cwt. c.i.f. New York. In auction 62 bags of all to medium thick Madras seed sold at 9s. 6d.

M.—Reports, from what is usually regarded as a worthy quarter, as to damage to the growing opium-serves to give this market a stiffening tendency. pipers quote from 13s. to 15s. 3d. c.i.f. for the usual per cent. quality, with buyers at 3d. to 6d. less. The prices remain at from 15s. to 15s. 6d. Soft shipping options remain firm and in very small supply, nothing obtainable below 21s. Persian also keeps firm 2. for good-testing stuff. To-day a cable has been from Smyrna quoting 14s. to 14s. 6d. c.i.f.

Smyrna correspondent writes on February 6 that the week amount to 60 cases at from 13s. 9d. to 14s. 3d. Karahissar and extra selected Karahissar respectively, our usual run mixed qualities buyers paid from 13s. 6d. as to morphine strength. The weather con-favourable in all the opium-growing districts, but as there are winter risks still ahead sellers will gain prices. The arrivals in Smyrna amount to 4,342 against 2,271 cases at same date last year.

Constantinople correspondent writes on February 14 the sales of the week were 30 cases druggists' at from 185 to 204, 42 cases "softs" at from ptrs. 238 to 250, case Malatia at ptrs. 230. At Smyrna about 60 cases been sold during the week at prices slightly below in force. The news from the interior continues to be the general opinion which has prevailed hitherto, no material reduction is expected for some time, is gained, and the demand continues every day. The in Constantinople amount to 3,247 cases, against cases, and the stock is 895 cases, against 902 cases.

ANGE OIL.—Sicilian sweet is easier at 9s. 10d. to 2d. per lb. c.i.f., and for bitter 10s. 10d. is quoted. Catania report, dated February 4, states that the export has been quiet for this oil, and in sympathy with market for other descriptions prices have given way. crop being of the same size as last year's, a further it seems unlikely. The demand for bitter has been and prices are stationary.

PEPPERMINT OIL.—Having received bullish reports and from America, agents on this side are now quoting 15s. 3d. to 15s. 6d. net for best brands of tin oil, advance of 3d. H.G.H. is firm at 18s. 3d. London- and 18s. to come forward.

GININE.—The agents for the B. & S. brand state that have booked several large contracts at the official of 1s. 1d., which may be taken as an indication that much is offered from second-hands, who quote 1s. 0½d. are buyers of June delivery at 1s. 0½d., and sellers 3s. 0½d. per oz.

INDALWOOD OIL remains firm at from 22s. to 22s. 6d. lb. for finest English drawn from E.I. wood.

ELLAC is easier on spot, fair TN orange offering at 72s. to 73s., and A. C. Garnet at 72s. Sellers of for February-March shipment quote 73s. c.i.f., and C. Garnet 69s. e.i.f. Futures show little change on week, the sales including March at 74s. 6d. to 6d.; May, 76s. 6d.; August 78s. 6d. to 75s. 6d.

TARTARIC ACID.—A large business has been done for forward delivery at up to 1s. 0½d. for foreign.

TONKA BEANS.—Dealers are soliciting business at from 5s. to 5s. 3d. per lb. e.i.f. for new-crop Angostura, without attracting buyers. In auction three cases fair black Para sold privately. 2s. is quoted for further lots.

TURMERIC.—Fair Madras finger has been sold at from 13s. to 14s. 6d. on the spot. Bengal is quoted at from 12s. to 12s. 6d., and Cochin split bulbs at from 11s. to 11s. 6d. In auction 20 bags fair Madras finger had been sold privately at 14s. 6d.

TURPENTINE is 6d. per cwt. dearer on the week. American closing at 32s. 4½d. on spot, and at 32s. 7½d. for March-April. French is quoted at from 32s. 6d. to 32s. 9d., and Russian at from 23s. 6d. to 26s. for ordinary and rectified.

WORMSEED.—In sympathy with the recent advance in santonin, Levant is higher at from 147s. 6d. to 150s. per cwt. c.i.f. as to quality.

London Drug-auctions.

Commercial Sale Rooms,

Mincing Lane, February 19, 1914.

At the auctions of first-hand drugs a fair quantity was disposed of at and after the event. Cape aloe of fine quality did not sell, but medium and common were about steady. East Indian annatto-seed of fine quality sold at full value. Sumatra benzoin was held at an advance of 10s. all round, which precluded public business. Cardamoms met with fair competition at about steady rates, but smalls were cheaper and Indian seed also. Cascara sagrada was forced off without reserve at cheap prices. Dragon's-blood was neglected. Honey was in rather better demand at steady rates. Matto Grosso ipecacuanha was easier by 1d. per lb., and Cartagena was neglected. Kola steady. Orange-peel was firmly held, but quiet. Rhubarb was also very firmly held for Shensi and Canton, the undertone in High-dried being easy. Grey Jamaica sarsaparilla was firm to 1d. dearer. Tinnevelly senna was unaltered, quality being practically all common, and pods tended dearer. Beeswax was very scarce and firmly held. The following table shows the quantity of goods offered and sold:

	Offered	Sold		Offered	Sold
Aconite (Jap.)	5	5	Honey—		
Aloes—			Cuban...(tierces)	44	29
Cape	45	23	Demerara	2	2
Ammoniacum	7	0	Honolulu	50	0
Annatto-seed	32	32	Jamaica	59	10
Asafetida	21	21	New Zealand	28	28
Balsam tolu	8	0	Ipecacuanha—		
Belladonna-root	2	0	Cartagena	27	0
Benzoin—			Matto Grosso	12	2
Palembang	58	5	Kamala	1	0
Siam	53	0	Kola	4	4
Sumatra	108	*4	Lime-juice	22	0
Buehu	9	0	Myrrh	22	12
Calumba	20	*10	Nux vomica	62	62
Cannabis indica	13	0	Olibanum	45	26
Cantharides (Ch.)	2	0	Opium (Turkey)	1	0
Cipsiums	1	1	Orange-peel	31	0
Cardamoms & seed	167	149	Papain	10	0
Casearia sagrada	233	233	Poppy-heads (bags)	40	0
" (tons)	5	0	Rhubarb—		
Cinnamon-bark oil	4	0	China	42	3
Coca-leaves	116	0	Ch. Rhap	20	0
Colocynth pulp	2	2	Sandalwood	20	0
Croton-seed	9	0	Sarsaparilla—		
Cuttlefish-bone	50	*10	Grey Jam	25	25
Digitalis	10	0	Lima-Jam	2	*2
Divi-divi	1	1	Scammony-root	100	0
Dragon's-blood	19	0	Senna and pods—		
Ergot	9	0	Alex	51	10
Eucalyptus oil	22	0	Tinnevelly	179	179
Euphorbia pil.	11	0	Tonka-beans	12	*3
Gaiabanum	3	0	Tragacanth	41	41
Gentian	20	20	Turmeric	223	*20
Guaiacum	1	0	Wax (Bees')—		
Gum acacia	75	0	Australian	1	1
Henbane-leaves	3	3	East Indian	77	0
Jalap	7	0	Spanish	6	0

* Sold privately.

At the drug-auction to-day a vote of condolence was passed to the family of the late Mr. G. A. Benton. This was proposed by Mr. W. R. Tapscott, of Messrs. Garrard & Sons, and seconded by Mr. Alfred Lambert (Messrs. French & Plucknett), who, in paying a brief tribute to Mr. Benton, said he knew him as a man of the highest integrity, whose word was his bond.

ACONITE.—Five bags of fair Japanese sold at 30s. per cwt.

ALOES.—Cape alone offered, the fine qualities of which did not sell, while medium and common grades were about steady. Mossel Bay (20 per cent. tares), fair firsts, part ullaged, sold at from 38s. to 39s.; good seconds, slightly drossy and softish, 37s. to 37s. 6d.; common dull seconds at from 35s. 6d. to 36s.; and inferior dull 35s. 6d. per cwt.

ANNATTO-SEED.—A lot of 32 bags extra fine bright red Madras sold readily at 4d., and sea-damaged went at from 2½d. to 3½d., according to class.

BALSAM TOLU.—A bid of 2s. 3d. is to be submitted for a small lot of fairly hard, part slightly drossy balsam.

BELLADONNA-ROOT.—For two bales 0.55 per cent. alkaloids (Dr. Enoch) 50s. was wanted.

BENZOIN.—Importers are asking an advance of 10s. per cwt. all round for Sumatra, which buyers were not inclined to pay. A parcel of 25 cases fair evenly packed uniform seconds was limited at 7l. 15s. Good fair seconds, packed with small to bold almonds, were held at 8l., and for good streaky thirds the high price of 6l. 7s. 6d. was wanted. Five cases fair Palembang seconds sold at 75s.

BUCHU.—Quiet, but firm. Three bales of slightly yellowish and stalky round were limited at from 5s. to 5s. 2d., and for five bags of fair clean bronzy ovals 2s. 4d. was the strict limit, 2s. 3d. being refused. Privately 4s. 9d. c.i.f. is quoted for round, but offers are very few. For single bales on the spot from 5s. to 5s. 3d. is quoted for fair slightly stalky to good green.

CARDAMOMS sold at generally steady prices, except for small sizes, which were cheaper. Indian seed was also lower. The following prices were paid: Ceylon-Mysore bold to extra bold fine silky pale, 5s. 8d. to 5s. 9d.; medium to bold ditto, 5s. 7d.; medium to bold palish, 5s. 3d. to 5s. 4d.; small and medium, 4s. 9d. to 4s. 11d.; tiny pale, 4s. 3d. to 4s. 5d.; small mixed, 3s. 6d. Splits—Bold silky pale, 5s. 1d.; bold pale, 4s. 11d.; small to medium ditto, 3s. 11d.; ordinary to fair brown split and pickings, 3s. 2d. to 3s. 6d.; good seed, 5s. 3d.; Indian from Calicut, bold round brownish Mangalore character, 5s. 5d. to 5s. 7d.; bold and medium, 5s. 1d.; medium and small round, 4s.; brown and split, 3s. 11d. to 4s. 5d. Longs—Bold palish, 5s. 6d.; bold and medium ditto, 4s. 9d. to 5s. 2d.; small, 3s. 11d. to 4s.; Indian seed, 4s. 7d. to 4s. 8d. Two cases wild Native sold at from 3s. 4d. to 3s. 6d. for small to medium. Six cases of good small green Mysore sold at 3s. 3d.

CASCARA SAGRADA.—A lot of 10 tons (233 bags) sold without reserve at from 33s. 6d. to 34s. 3d. net and gross for net for very fair quality imported in December 1913. Privately, new is quoted 37s. and old bark 40s. on spot.

COLOCYNTH.—A bag of pulped sold without reserve at 3d. per lb.

CUTTLE-FISH BONE.—Ten bales fair small to bold E.I. sorts had been sold privately at 3½d., which price was asked for 40 more.

GENTIAN.—Twenty bales fair part chumpy sold at from 21s. to 23s. 6d. net and gross for net; no allowances.

GUAIACUM.—For a single cask of good glassy block a bid of 1s. is to be made.

HENBANE.—Three bales of Russian sold without reserve at 12s. per cwt. net; no allowances.

HONEY was in better demand; 28 cases New Zealand realised 42s. 6d. to 43s. for good set white, and the bulk of 44 tierces Cuban sold at 35s. for good pasty white set, 25s. for palish set, 21s. for darkish brown setting, and 20s. for smooth set brown. Ten packages Jamaica also sold, comprising fair pale brownish set at 29s., ordinary dull liquid at 22s., and grainy fermenting at 20s. Fair setting brown Honolulu in cases was limited at 27s. Two casks dull brown liquid from Demerara sold at 21s. subject.

IPPECACUANHA.—Matto Grosso was 1d. per lb. easier, two bales of good bright, but a little wiry, selling at 7s. 11d., at which further lots were available. Two lots of 26 packages Cartagena were retired at 7s. 3d. to 7s. 6d.; the values privately are from 6s. 6d. to 6s. 9d., according to quality. The *Lycaon* has brought 38 bags

East Indian, and 18 bags of ipecac. have also arrived via Havre.

KOLA steady. Four packages West Indian sold at from 3d. to 3½d. for fair dried halves and whole.

MYRRH tended cheaper; a case of native picked, of Aden and Somali character mixed, partly blocky, sold at 6s.; 7 bales of bright siftings realised 43s. to 44s. 6d., and 4 bales small dusty siftings went at 27s.

OLIBANUM.—For 9 cases nice clean pale drop 5s. was refused, the retiral price being 55s. Six cases good fair pale siftings sold at 27s., 7 cases small siftings at 18s. 6d., and 13 cases garblings and pickings at 21s. per cwt.

PAPAIN.—Ten cases pale to dark-brown Ceylon crumb were limited at 8s. 3d.

RHUBARB.—Quiet, but very firmly held for Shensi and Canton. A case of small flat High-dried, with three-quarters fair pinky fracture, sold at 11d., and 2 cases medium size round horny High-dried, with three-quarters good pinky fracture, sold at 10d. Bold round genuine Shensi, with three-quarters good pinky fracture, was held at 4s. 6d. per lb., and bold round Canton, with three-quarters pinky fracture, part roughly trimmed, at 3s. 9d.

SARASPARILLA.—Grey Jamaica was firm to fully 1d. dearer, 25 bales selling at from 2s. to 2s. 1d. (the bulk at the higher price), and for coarse 1s. 10d. was paid. Two bales of Lima-Jamaica had been sold privately. Privately, small sales of grey Jamaica have been made at 2s. per lb. Native Jamaica is very scarce, both from first- and second-hands, while nothing offered at auction. Six packages have arrived per *Tagus* to-day; also 15 packages from Panama (probably Lima).

SENNA.—The bulk of Tinnevelly offered consisted of common to ordinary yellowish leaf, which realised from 1d. to 1½d. for small and medium leaf, and for middling greenish 2d. was paid. Pods sold at from 1½d. to 1½d. per lb. For 4 bales flimsy Mecca pods a bid of 2½d. is to be made; for good pale Alexandrian pods 1s. 6d. was the limit, 1s. 5d. being refused. Nine bales slightly broken and partly sea-damaged Alexandrian leaf sold at from 7½d. to 8½d. per lb.; dusty siftings were bought at 3½d.

WAX, BEES'.—No Jamaica offered. A bag of Australian mixed colours sold at 8l. 10s.; 35 packages bleached Calcutta were limited at from 8l. 12s. 6d. to 8l. 15s., and for 17 bags slightly wormy Bombay of mixed colours 7l. 10s. was wanted. Yellow Spanish (6 bales) were held at 6l. The Liverpool market for Gambia is firm, but quiet, at 8l. 10s.

Java Cinchona.

When the agreement between cinchona-planters and quinine-manufacturers was under discussion last year, an Association of Java Cinchona-planters was formed to safeguard their special interests. A meeting of this Association was held at Batavia on January 9, with the President (Heer Lovink) in the chair. There was a very poor attendance, and the proceedings, as reported in the Dutch papers, show that there is a distinct falling-off in the interest shown by the planters. The President mentioned that although the Cinchona Bureau at Amsterdam has appointed a special committee to watch the working of the agreement in practice and generally to promote the interests of all concerned with the cinchona, the Council of the Association thought that the Association should still continue its work in the collection of statistics, etc. In pursuance of this policy, the Council proposes (1) to formulate a questionnaire to be answered by planters; (2) to select a number of gardens, which are to be the subject of special observation with a view to getting data as to the exact cost of production, yield, etc.; (3) to watch and to report independently on the working of the agreement.

ASAFETIDA AND PERU BALSAM.—At a meeting of the City of Washington Branch of the American Pharmaceutical Association Dr. H. A. Seil, of New York City, made some observations on asafetida and balsam of Peru. Dr. Seil said that the present tests for purity are wholly inadequate to cope with the cunning of dishonest shippers, and that the official definition, which requires that each of these substances be derived from definite sources, is the only satisfactory basis upon which spurious and adulterated products can be denied entry into the United States. Dr. Seil had better organise a botanical expedition to Afghanistan or Persia, so that he can indicate from which species of *Ferula* asafetida "official" in the United States may be derived.



Memoranda for Correspondents.

Communications must be accompanied by the names and addresses of the writers, otherwise they cannot be dealt with. Subscribers on dispensing, legal, and miscellaneous subjects connected with the business are replied to in these columns if they are considered to be of general interest. Correspondents are requested to write each query on a separate sheet of paper. Every endeavour is made to reply to queries without delay, but insertion of the replies in "the next issue" cannot be guaranteed, nor, as a rule, can they be sent by post. Contributions submitted for publication (if suitable) should be written on one side of the paper only. Their publication in "The Chemist and Druggist" does not imply Editorial agreement with the opinions expressed.

The P.A.T.A.

We have received a number of inquiries as to whether we have resigned our membership of the P.A.T.A., as the answer to the question may be of general interest to your readers, we shall be glad if you will allow us briefly to explain the reason. The object for which the P.A.T.A. was formed, as it is necessary to point out, was to put a stop to the cutting of prices of proprietary articles, a practice which had reduced the profit to the retailer to a vanishing-point. It has been a long-established custom for manufacturers of proprietary articles to allow their distributing houses a discount off trade prices in remuneration for distributing the goods in smaller quantities than the manufacturers would supply direct to the retailer. This discount has usually been given irrespective of quantity, so that a distributing house could be assured, at any rate, of a minimum profit, however small its purchases might be. It is a system not really sound, but one which has worked well in practice. In our own opinion the only satisfactory definition of a wholesale buyer is a buyer who buys in wholesale quantities. On this principle, all who can take a definite quantity at one time are entitled to the same terms, whether they are in the wholesale or retail trade. Some months ago we introduced Bronamalt, we desired to have it on the P.A.T.A. list. Certain members of the Committee representing the wholesale trade objected to the terms we proposed to allow to the distributing houses on the ground that the profit to us was insufficient, and the Council considered that we were entitled to dictate to us the prices we should charge for Bronamalt, both to the retail trade and to the distributing houses. We were unable to recognize their claim to interfere in what we deemed to be the legitimate conduct of our own business, and consequently we decided to withdraw from the Association. The selling-prices both of Vibrona and Bronamalt will, however, be protected as heretofore, and we shall thus secure to the retailer an adequate profit on sales.

Yours faithfully,

FLETCHER, FLETCHER & Co., LTD.
London, N.

A Year's Insurance Dispensing.

Some time ago we noticed you asked for comparative figures after a year's working of the Insurance. So far we note no one has come into the arena, so we have to send ours compared for the two years 1912-13:

sales for year ending December 31, 1912—1,340/-
sales for year ending December 31, 1913—1,429/-
Received from Insurance Committee, 109/- 5s. 2d., which is to our ordinary takings to December 31.
The Medical Benefit year ending January 11, 1914, dispensed 6,002 scripts, totalling 154/- 4s. 3d., for which on February 10, 1914, we had received 135/- 5s. 2d. We have paid our first and third quarters in full, although

the third quarter's scripts have not yet been checked, while we were exceedingly pleased to find that from our first quarter's statement only 1½d. was deducted. This on 2,100 scripts was not bad. Our scripts work out to 6.16d. each average.

In 1912 we paid out 270/- for drugs; in 1913, 378/-.

In 1912 we paid out 31/- for patents; in 1913, 40/-.

In case it should be pointed out that each of these payments has increased by 100%, and our sales by only 100%, we would remark that we have only given our cash sales, not any booked sales. The writer of this had the pleasure of meeting the Editor of the *C. & D.* some years ago, when his business was doing 500/- a year on 90/- stock. The last year's figures show a turnover of 1,600/- on a stock of 280/-.

Yours truly,

KENTISH CHEMIST. (126/60.)

Insurance Pricing.

SIR.—*Re* your reply to "Cable" (*C. & D.*, February 7) as to price of emp. belladonna, may I point out that there is a difference of 100 per cent. between the Standing Committee's Tariff and that of the West Riding of Yorkshire, the former giving 12 square inches for 1d., and the latter 24 square inches for 1d.? Formerly this was 3d. per square foot or less, which was a bad price for the chemist, seeing a square foot cost him 4½d.; but independent of this, I think that we were better off under the old arrangement than the new. In cutting up emp. belladonna into all sizes there is bound to be waste, and unless sold in yards or half-yards it cannot show a profit at 2s. per yard. The average wholesale price of emp. belladonna is 1s. 6d. per yard of 16 inches wide, and this works out at 3d. per 24 square inches, which, according to Tariff rules (nearest ½d. up or down), would cost 1d., so that our profit has been entirely overlooked. I have dispensed many yards of emp. belladonna on the old Tariff, and it has been my experience that most of the sizes prescribed were well within the foot, 4 by 6 inches, 6 by 6 inches, and 6 by 8 inches being most in demand, so that 3d. for these made up for any odd larger measurements. Now, however, taking the above sizes as an example, we get 4½d. for what we should, in the old order of things, get 9d. for, and at that price we were not overpaid.

Yours truly,

BELLA DONNA. (130/36.)

[All our replies to Insurance-dispensing prices are based upon the Tariff printed and published by the Pharmaceutical Standing Committee on Insurance, unless when otherwise stated.—EDITOR *C. & D.*]

"An Old Friend."

SIR.—"Pharmacist" speaks "sarkastik" of "Xrayser II," but I notice he is not so consistent as his friend Mr. Jackson, whose cause he espouses, because whilst Mr. J. grumbles at the remuneration of N.H.I. dispensing and gives it up, "Pharmacist" grumbles but keeps doing it. I presume he knows it is optional to go on the panel or not. He talks very glibly about selling twenty patents at 2d. each profit whilst he is dispensing one N.H.I. script. It sounds well on paper, but some of us know how it works out in practice. The N.H.I.'s keep coming in, and have come to stop; nor can we tell yet what the end will be. I am one of many who think the chemists would have been ill-advised to refuse the work. Your correspondent also totally ignores the profits on the drugs supplied, and in this connection each Tariff has been an advance in our favour on its predecessor. Hundreds of us are not in the happy position of Mr. Jackson of having 10,000 private prescriptions annually. On the contrary, dispensing was practically a lost art with us, and many of us have the sense to prefer the kind we are now getting to none at all.

Yours truly,

HALF A LOAF, ETC. (130/5.)

Prices of Proprietaries.

SIR.—We wish to join in the protest of "Panel" (119/55) on the system of advertising proprietary articles, but what we consider a worse grievance is the cutting of the prices of articles which are not protected. How can any firm pay their way on a profit of ½d. or 1d. on a patent medicine? If every chemist and drug-store

would refuse to handle the goods under at least a 15 per cent. profit where would the manufacturers come in? Without us they cannot dispose of their wares. They would think more than once before opening shops of their own to sell threepence-halfpenny articles at tenpence. These are the firms who help traders down the hill of life.

Yours faithfully,
F. & G. (131-68.)

Problems for 1914.

SIR,—I am glad to see the change in the letters to Editor, but they still lack "construction." "Optimist" is far too optimistic. Let him read my article again, then sit down and give us a real article full of plans and sizes and prices. I feel sure he can do it. I have reorganised and modernised many shops in my time, and am still at it, in accordance with the needs and class of the district in every case. Surely "Optimist" knows that the big stores have taken the cream of the trade and left us with the very onerous trade in drugs and in N.I. dispensing, which he seems to be so proud of. Does he know any big company-shop taking 60*l.* to 100*l.* a week at the drug-counter alone which is very anxious to exchange its half-crown customers for 7*d.* panel prescriptions? Is he sure the company is anxious? Would he be anxious, if he had 60*l.* a week of takings, to fill his shop with patients, many of whom expect instant attention, and who think that every prescription takes the same length of time to prepare, and who glare and growl if they see someone else take what they call "their turn"?

Do let us get down to the bedrock of business. The big store takes the big pull of the best people who have money to burn. We are in the suburbs (mostly) and in the doctors' quarter, and our conditions of work are far more onerous, more poorly paid, than the big men in the centres of big towns. I have no fault to find with the Insurance work, for the new Tariff is a great improvement. Long before it came on I recognised what it would be, and I prepared my place for it quite six months before January 1913, and I wrote an article for the *C. & D.* thereon. What I object to is the inflated ideas that prevail about it still, the multiplication of useless committee-meetings, and the intricacies of the Tariff which were forced on us by our own Committee. It is contract work at a cheap price, and demands organisation of the highest order and most careful attention to detail to avoid mistakes and loss. When we get Glyn-Jones's Act, we shall have the only kind of assistant which the work will pay for, and which we should have had twenty years ago. But without a curriculum that new assistant will be as bad as the others, because no Act of Parliament can get over the neglect of masters towards apprentices, or the latter's neglect of reading and proper study.

I do criticise the accountant who foists a full-blown system of books on the retail chemist, and I say that our profits neither warrant nor require such intricacies. But if any reader wants to go on playing with such a system, only suitable for manufacturers turning over (at least) 100,000*l.* a year, I am not wasting time to argue against such men. My suggestions are for the men who want to lessen the detail, not increase it: to make money, not to waste it. "Optimist" agrees with me that the badly trained assistant is the fault of the masters, and here will be seen the illogical part of "G. E. Oliver's" letter. Mr. Oliver suggests that the 50*s.* mentioned by me is not enough, and hints that the companies pay much more. I agree they do for managers, but I don't want a manager, nor do the bulk of private chemists; nor does the company-shop want more than one manager, and as one of my old apprentices says to me, when he can buy a business with books like mine which will tell the truth, then he will buy a business, and there will be one company manager less at 70*s.* a week. "Optimist" preens himself on the fact that private chemists get more Insurance dispensing than the stores. If that is a "paying advantage," how comes it that (according to Oliver) the assistants are more eager to go to the stores, where there is more pay but less dispensing? I have said for twenty years that it is a good job for many of the assistants that the stores do exist. They could not stand on their own merits as masters, and I agree with "Optimist" that the bulk of them would

be quite useless to the ordinary chemist. Here, again, Oliver is overlooking most important points, for he says, "Jay Mack can train his own men in his pet ideas." I do so, but if I were to keep all the men I train, would the one class of experience in my working-class business be the right thing for my men? Does not Mr. Giben of Brighton, say, "Get every class of experience"? Could I keep my own men if I tried? Certainly not! The migratory instinct is in every one of us more or less. Young men want to see other towns without thinking whether it is to their advantage to do so or not. One of my pet theories is to give marks in the Minor for every separate situation occupied before attempting to pass the examination. What they learn with me they won't forget; and when I can let my apprentices go as improvers at 25*s.* a week in their second or third year, I must have taught them something. But that something is not making own tinctures, syrups, or ointments.

Most of my ideas are old-fashioned—hard work, for dealing, give and take—and I am quite proud of them. I say there is no need for pessimism in our trade if we look the facts squarely in the face and act as business men. As for Oliver's desire to see my place, all I can say is, I am far too busy a man to waste time on anybody unless they have ideas and have really done something in the trade, or unless they have tackled the hard work of modernising old businesses for themselves and are introduced by some mutual friend who guarantees them as sound men. Many such men have been to see me, and I have been to see them, and the interchange of ideas is like a "busman's holiday" to me. Let "Optimist" and "Oliver" cut out that article on problems and think over it. Let them think hard and long and often; then write again, like the Dublin man, who has added one problem, which I did not include, but which is a very necessary one. I hold that our first duty is to supply the public; our second duty is to see that the profit is there, and that some of it also stays there, instead of going in huge wage-bills to make up 7*d.* mixtures. Glyn-Jones and Umney are looking after the profits; my job seems to be the expenses—and the inspector.

JAY MACK

Subscribers' Symposium.

For questions, answers, incidents, and interchange of opinions among "C. & D." readers.

What is the Cost of Living in India?

"I should deem it a favour if any of your readers who have had experience in India could inform me as to the cost of living for a married chemist and his wife, at a coast town such as Bombay or Madras; also what it would be at a hill-station. Would Rs. 250 per month be sufficient? What would one have to pay to rent a suitable house?"—Sutlej (124/14).

The Pharmaceutical Preliminary Examination.

"Re your reply to 'Salol' in your issue of February 14, are you not in error in stating that a modern foreign language is necessary to registration? It says nothing about this in the pamphlet issued by the Pharmaceutical Society, only 'two' optional subjects—no mention of language."—E. Rutter (Manor Park).

"Thanks for the correction. The compulsory subjects are: English, arithmetic, algebra, and geometry. Of two optional subjects, the Council advises that one should be Latin. There is no longer any reference in the official syllabus to foreign languages.—EDITOR C. & D.]

1-in-2 Solutions.

"Perhaps the following little idea may be of use to busy panelists, and save calculations in odd drachms and grains: 11 oz. (4,812 gr.) to the pint is practically a 1-in-2 solution. This may be applied to nearly all solutions kept ready for use in their various strengths. I have not seen the idea in print before, though no doubt it is well known."—William Couek (Chippingham).

"A solution of, say, Epsom salts, 4,812 grains in enough distilled water to make 1 pint (20 oz.) contains 1 grain in 2 fluid grains, and more than 1 grain in 2 minims. This fact should be kept in mind by dispensers.—EDITOR C. & D.]

Appreciations.

"The *Diary* is again worthy of you."—(129 23, Kimberley, S.A.)

"I think your Winter Issue is one of the best I have ever seen. It seems to contain something for everybody in the drug-trade."—W. H. D. (240/25).

I am in receipt of the copies of Wootton's 'Chronicles of Pharmacy,' for which I thank you. I must congratulate you on bringing before your readers this most interesting book. (27/34, Manchester.)

May I be allowed to thank you for your enterprise in bringing Wootton's 'Chronicles' within the limits of a mere purse? From quotations in the *C. & D.* I imagined it to be a source of great delight to an inquiring mind; now it is so."—Herbert Skinner.

Please send me the two volumes of Wootton's 'Chronicles of Pharmacy,' cheque 7s. 6d. herewith. I should like to know how much I am indebted to the *C. & D.* library; many a sovereign has gone into my pocket through information gathered from the books."—(246/12, Liverpool.)

Profit and Expenses.

Let your remarks on the letter of 'Malt and Oil' in *W.*'s *C. & D.*, in which you say 20 per cent. turned over three times makes 60 per cent. That is true; yet you sell 800*l.* worth of patent medicines in the year, but 17 per cent. on the lot, you could not make 20 per cent. The simple form I have always looked on as of business is this: I have invoices before me for 1,750*l.* of patents, 200*l.* of drugs, and 200*l.* of salaries. My expense for the year without my salary is how am I to get a living out of 17 per cent. on? Perhaps some of your wise readers can inform me. *A Poor Chemist* (130/57).

Your footnote criticising the letter of 'Malt and Oil' in *W.*'s issue appears to me to be fallacious. 'Profit' accrue until working expenses have been paid; the profit is *nil* the multiplication thereof is still that the frequency of sale does not multiply profit. Money invested in a business in which the gross profit are 20 per cent. of the turnover, and the working expenses of which are 20 per cent. of the same, will bring the owner no profit or dividend. Wherefore manufacturers who do not allow a profit to the retailer after allowing working-expenses may be considered 'parasites' in the retail trade. In other trades this would be considered wrong."—*Our Side* (129/6).

(129/18) also writes: "I don't quite follow your reply to 'Malt and Oil.' If a person's aggregate expenses are 20 per cent. of his turnover, the average will be 20 per cent. per week or day (or each transaction, for that matter), he sold an article once a week, at the end of a year would still only have made a profit of 20 per cent. on turnover of that particular article. According to your method we would make 52×20 per cent., but not on his turnover. I agree with 'Malt and Oil' and many others that profit is trading at a loss. I sell as few as possible articles, whether on the P.A.T.A. or not. Twenty per cent. is not a workable profit, and chemists should set themselves against such proprietary articles."

We repeat what we said, so that others may think particularly in regard to the making of profit: "Working expenses amounting to 20 per cent. per annum and profit 20 per cent. on an article, calculated on cost are not comparable; for if the turnover of the article occurs twice a year the profit is 60 per cent. per annum."—*C. & D.*

Dispensing Difficulties and Notes.

Readers are advised to consult "The Art of Dispensing" in regard to difficulties of compounding. We welcome fresh problems and experiment and elucidation in this column, and invite the operation and correspondence of dispensers.

Calomel in Mixture.

Should the following Insurance prescription be dispensed? Should the hyd. subchlor. be suspended, and with

Hydrarg. subchlor.	...	...	gr. v.
Tr. digitalis	...	...	3iiss.
Glycerini	...	...	5ss.
Dec. scorparii ad	...	...	3viij.
3ss. t.d.s.			

LYSOL. (108/48.)

Is this prescription should be compounded as written. We have seen a similar combination in practice. Calomel is, or commonly prescribed with diuretics, but generally in form. The calomel undergoes no change in the mixture, and it shakes up well enough to allow of proper division in the dosage. Any gum that could be used to bind the calomel would probably make matters worse by mixing with the calomel. There is considerable "body" in the freshly made decoction of broom (B.P. 1885), which can be depended on for effective results.]

Calcium-chloride Mixture.

Ignoramus (112/9) would like to know how the following prescription should be dispensed so as to look a respectable mixture:

Calcii chloridi	...	...	...	3iv.
Ext. glycyrrhiz.	...	...	...	3iv.
Aquam ad	...	...	...	3vij.

Calcium chloride and extract of liquorice together in a mixture react, with formation of glycyrrhizinate of calcium, which is sparingly soluble, and when any considerable quantity of these two substances is present there is a precipitate. The precipitate is more soluble in an alkaline than in a neutral or acid medium. The procedure to be followed in compounding the above prescription is to dissolve the calcium chloride in two fluid ounces of the water, the extract of liquorice (or liquid extract, which is probably intended) in sufficient water to produce four fluid ounces, and, having made this liquorice solution distinctly alkaline with ammonia, to stir the one solution into the other. In this way a dark-brown mixture is formed, with a precipitate certainly very light, and much less unsightly than the grey, clayey-looking precipitate which the mixture would contain if it were not rendered alkaline. Calcium chloride is a neutral salt; liquid extract or extract of liquorice is normally slightly acid. A reference to the subject is given in the "Art of Dispensing" under Ext. Glycyrrhizæ.]

A Caffeine-citrate Mixture.

SIR,—I had the accompanying prescription to dispense. First the result was a flaky mixture. I found potassium iodide and caffeine citrate incompatible, the benzoate and citrate also. However, at the next attempt I dissolved the caffeine, cit. and potassium iodide in warm water, and the sodium benzoate separately in warm water, then mixed both together and added the other ingredients. This resulted in a perfectly clear mixture, which I sent out. This mixture was afterwards sent out by another firm in the flaky state. I should like to know which was the correct way to dispense it.

Yours faithfully,

H. W. (India). (118/13.)

Sodii benzoat.	...	...	...	3iiss.
Pot. iodid.	...	...	...	3j.
Caffeina citrat.	...	...	...	3ss.
Pot. nitrat.	...	...	...	3ij.
Tr. card. co.	...	...	...	3iiss.
Aquam chloroform. ad	...	...	...	3vij.

5j. t.d.s.

[“H. W.”s method of compounding this prescription is quite ingenious. Had we encountered it ourselves we should have added a little solution of sodium bicarbonate to reduce the acidity, the flaky condition being due to separation of some benzoic acid thrown out by the water-dissociated citric acid of the caffeine citrate. “H. W.” was quite correct in sending out the mixture clear. No doubt the prescriber intended it to be so, and probably unintentionally wrote caffeine citrate instead of caffeine. When caffeine itself is ordered there is no trouble. Benzoates form with caffeine a soluble combination analogous to that produced by caffeine and salicylates.]

Legal Queries.

The majority of difficulties in regard to trade law are anticipated by the legal information printed in "The Chemist and Druggist Diary," 1914. See especially pp. 469-499.

L. A. (125/46).—Your label does not infringe anyone's trade-mark.

Chil (244/35).—The tenant of a shop and house in England must give six months' notice for the termination of his agreement with the landlord, the notice to be six months prior to the end of the year; for example, if a tenant enters in March, his notice to quit should be given on the September quarter-day.

Salix (128/36).—Any person or company may use the title "OPTICIAN," as no Act of Parliament in this country affects its use. It is commonly employed as a description of persons who deal in spectacles, eye-glasses, and similar optical appliances. A limited company trading as "Chemists and Dispensers" is required by the Poisons and Pharmacy Act, 1908, to have one registered chemist on the board of directors, such chemist also being the superintendent of the company. In the case submitted by you the law appears to be strictly conformed to.

Kimia (126/68).—The label which you submit will render the preparation liable to medicine stamp-duty in so far as it is held out for the prevention, cure, or relief of cuts. If you omit that word, retaining abrasions, the preparation will not be liable to medicine stamp-duty. The formula

for the preparation is in "Pharmaceutical Formulas," p. 657, and if you put on the label the name of the article which heads the formula, with the letters P.F. after it, you are entitled to sell it as a "known, admitted, and approved remedy," recommending it for cuts or any other human ailment.

R. P. (124/23) took possession of certain premises at the June quarter some years ago. There was no agreement with the landlord, but the rent is paid quarterly. In July 1909 the premises were sold, and "R. P." agreed to continue his tenancy under promise of a lease, which was drafted and approved, but never signed. In January last "R. P." received a letter from his landlord stating that after March 25 the rent will be increased by 10% per annum. What is "R. P.'s" position? [There appears to have been a verbal agreement for a yearly tenancy from the June quarter, and, in our opinion, the tenancy can only, in the absence of mutual consent, be determined by six months' notice expiring at a June quarter. "R. P." is not liable to pay the increased rent, since the landlord is not entitled to raise it during the continuance of the tenancy.]

Celt (127/33) submits a formula as follows:

Acid. tannic	...	...	...	3ij.
Spt. tenuior	...	...	...	5j.
Glycerini	...	...	...	3iiss.
Vini xericu	...	...	...	3xvj.—M.

Sig. : The Lung Tonic. 3ss. ter in die ex aquâ.

"Celt" wants to know if this can be sold by any chemist who has not a wine-licence, or does it come under the known, admitted, and approved remedies exemption as to medicines? [Registered chemists may not compound the preparation if they are not licensed to sell wines; and, if so, they may sell the preparation only in reputed pint bottles (except in Scotland) in strict conformity with the licence granted for the sale of wines. If, however, the prescription is a *bonded* medical prescription written by a medical practitioner, the Commissioners of Customs and Excise would probably give special permission to a chemist to compound and dispense it on prescription. If the Commissioners treat it as a wine they will not also require the conditions as to the sale of dutiable medicines to be conformed to in the same case; but chemists, or any other vendors, cannot by stamping the preparation take it out of the wine-class into the medicine-class; in short, the preparation may only be prepared and sold by persons who are licensed to sell wines. The exemption which chemists enjoy under Section 12 of the 1742-3 Act (see *C. & D. Diary*, p. 499) refers only to *spirits* or *spirituous liquors*, and in that category wines are not included, hence the more stringent conditions with regard to the manufacture of medicines with wines. Strictly speaking, it is illegal for chemists to make and sell ipecacuanha-wine, but the Revenue authorities have granted a general concession in regard to that wine and five other medicated wines mentioned on p. 496.]

Miscellaneous Inquiries.

We do not undertake to analyse and report upon proprietary articles, and when samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how.

We do not as a rule repeat information which has been given in this section during the past twelve months, as it occupies space which can be more profitably utilised for other information. In such cases the numbers are mentioned, and if querists cannot refer to these they may obtain the numbers from the "C. & D." Office at the published price, usually 6d.

V. D. (114/67).—(1) BRONZING BRASS.—We gave in the *C. & D.*, December 20, 1913, p. 79, formula for three solutions for bronzing brass, to which please refer. (2) METALLIC SCREENS FOR LANTERN-SLIDE PROJECTION.—The best kind of metallic screens, such as are employed for autochrome slides, are made of matt-polished aluminium. Aluminium paint gives good results and can be applied to any flat surface. The paint consists of powdered aluminium suspended in a medium of amyl acetate with a small proportion of methylated spirit or of aqueous solution of shellac (sodium carb., borax, of each 8 oz., lac 2 lb., water 1 gal.). A large flat brush is required for applying the paint, and the strokes must be in the same direction—e.g., left to right or downwards. A little glycerin (1 oz. to 1 gal.) can be added if the paint does not work easily.

A. T. G. (112/53).—PLAQUE OF ANTS.—See *C. & D.*, January 17, p. 68, to which we cannot add for the present.

J. A. S. (102/5).—LIQUID FILLER BEFORE FRENCH POLISHING.—This is in the nature of a thick spirit-varnish, and

appears to contain sandarac and Venice turpentine. A few experiments will probably enable you to match the sample. The usual fillers are plaster of Paris, whiting, or white-lead.

Fraises (94/66).—BURN-OINTMENT.—The sample you send is represented by the following formula:

Emp. plumbi	...	...	...	5ij.
Ac. carbol.	...	...	...	mxx.
Zinci oxidii	...	...	...	3ss.
Vasclin. ad	...	...	...	5j.

Melt the lead-plaster and incorporate it with the vaseline and mix in the other ingredients.

Ceramic (112/42).—PURCHASING PHARMACY-POTS "Ceramic" writes: "On five different occasions, while spending my holidays in France and Belgium, I have seen specimens of pharmacy-pots in antique-shops, but have hesitated to make any purchase, as I do not know whether they are genuine." This is a difficulty which confronts the collector of any artistic property, and, although there are manufacturers of reproductions of old pharmacy-pots, the same business is carried on in pictures and old furniture. The practice becomes objectionable when the reproductions are passed off as being old. The only way to become an expert in judging ceramics is to learn as much about the subject as possible by reading and studying closely the examples which are shown in museums.

F. H. L. (111/57).—We do not know the composition of the capsules to which you refer.

Cinema (116/16).—EMULSION FOR CINEMATOGRAPH-FILM. The emulsions employed for sensitising cinematograph-film are the same as are used in photography. It is, however, quite out of the question for an inexperienced person to turn out usable film, and on this account it is much cheaper to purchase the film ready sensitised. We have known of cases where amateur photographers have sensitised their own plates, but these were persons to whom time and expense were no object. We give in "Pharmaceutical Formulas" a workable recipe for the emulsion, if your customer really wishes to try his skill in photograph manufacturing.

Laundry (74/5).—WASHING COLOURED FABRICS.—In order to "fix" or revive the colours in laundry-work it is the practice to add a little ox-gall or ammonia to the tepid water in which blacks or dark blues are first rinsed, a little vinegar for pinks, reds, and green, or borax for light-tinted articles generally. The washing process should not be prolonged, and drying should be carried out quickly. Prints are washed twice in warm water with neutral soap and alkali. The tepid water in which these are rinsed should have a little salt or vinegar added, the final rinsing being in cold water. For coloured goods generally the water should not be hotter than 150° F.

T. M. M. (123/52).—MEDICAL PRELIMINARY EXAMINATION. You will find all particulars in regard to this examination and the medical curriculum in *THE CHEMIST AND DRUGGIST* August 16, 1913, which was our Educational Number. Numerous scholarships are awarded in all the medical schools to students entering upon or continuing the course of study, and full particulars in regard to these are given in the prospectuses of the schools, to which we refer you.

Retrospect of Fifty Years Ago.

Reprinted from "The Chemist and Druggist." February 15, 1864.

A Grave Mistake.

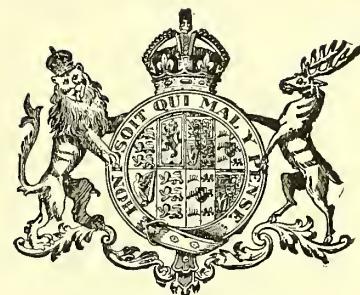
We have just received a note from the Secretary of the United Society of Chemists and Druggists at Bath requesting us to give insertion to a short paragraph to the effect that at a recent meeting of the Bath Branch of the British Pharmaceutical Conference it was agreed that certain prizes should be offered to those chemists' and druggists' assistants and apprentices who should display the most extended knowledge of the British Pharmacopoeia by September next when an examination of the competitors would be held, we presume, during the visit of the British Association to Bath. It was furthermore agreed that the shop door of those present should be kept shut during Sunday, as not to invite customers on that day. Now we think that the members of the Bath Branch of the British Pharmaceutical Conference are making a very grave mistake in deciding upon, or even discussing, such questions at the meetings. The British Pharmaceutical Conference was clearly formed for the advancement of pharmacy as a science, and no trade or educational questions should ever be brought forward at any of its meetings.

PEARS

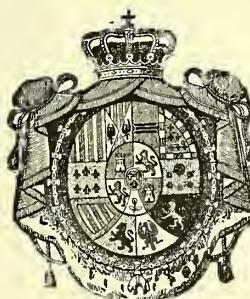
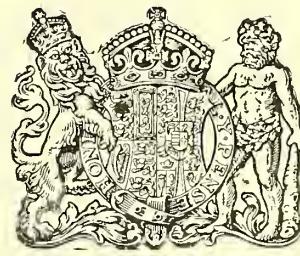
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Acid Carbolic Crystals	Homatropine
Acid Cresylvic	Hydrastine
Aconitine	Hydrastinine
Apomorphine	Hyoscine
Arecoline	Hyoscyamine
Atropine	Morphine and Salts
Aubépine	Morphine Diacetyl
Benzonaphthol	Narcotine
Bismuth Salts	Phenacetin
Caffeine	Phenolphthalein
Chrysarobin	Pilocarpine
Cocaine	Saponin
Codeine	Scopolamine
Colchicine	Sodium Benzoate Art.
Coumarin	Sparteine
Creosote (Beechwood)	Strychnine and Salts
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In $\frac{1}{2}$ -gallon Tins, 3/- each; 1-gallon Tins, 5/6 each.



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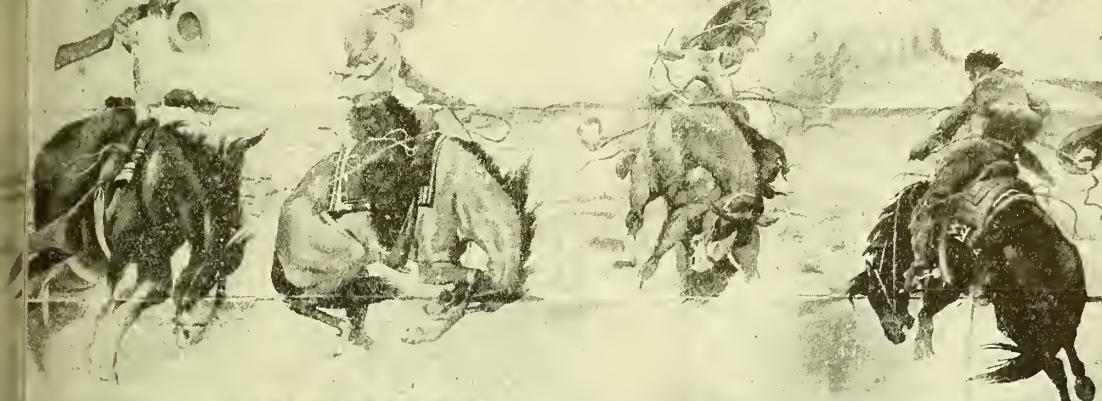
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but it takes WEEKS to break up a cold in a day

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THE riding animals used by the cattle herders of North America, from Mexico to Canada, are called "Bronchos." An expert "Broncho Buster" will "break" or tame a Broncho to bit and saddle in a week. "WEEKS' BREAK-UP-A-COLD TABLETS" will "break up," tame, or subdue the worst Cold or attack of Influenza in a single day, **and cause a silver stream of shillings to flow into YOUR till.** 6d. in each shilling will be **YOURS.**

Hundreds of Chemists have this season investigated the "WEEKS" plan of increasing their profits on sales to Cold and Influenza customers. Will **YOU** investigate TO-DAY.

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YOUR business will be appreciated. Write **to-day** for a trial offer, and receive a 1/- package of "WEEKS' BREAK-UP-A-COLD TABLETS" FREE. No charge or obligation incurred by sending for this.

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For Lawns and Gardens.

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For killing Worms on Lawns without injury to the Grass. Non-poisonous to Birds.

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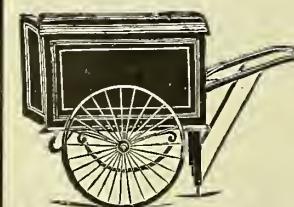
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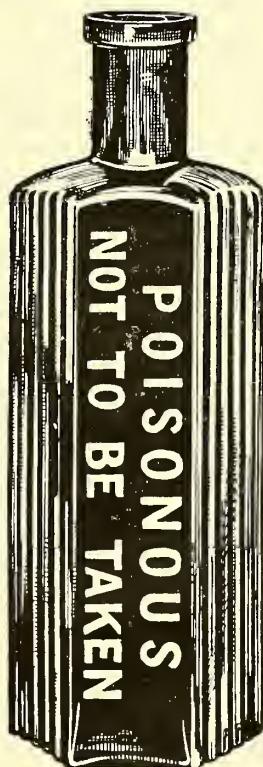
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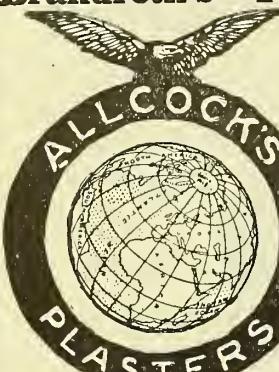
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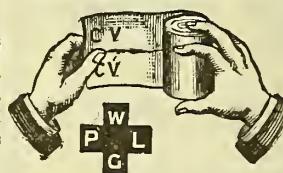
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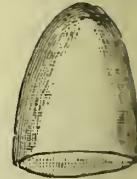
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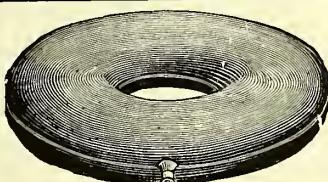
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The "EMPIRE" Red India-Rubber Air Cushion.

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SPECIAL " "	4 2	4 6	4 10	5 4	5 10	6 4	7 2	8 6

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STANDARDISED TO B.P. 1898.

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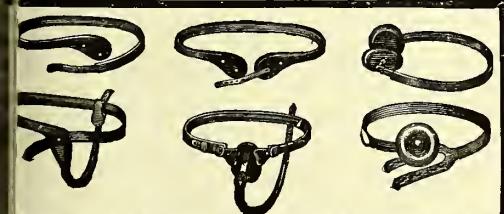
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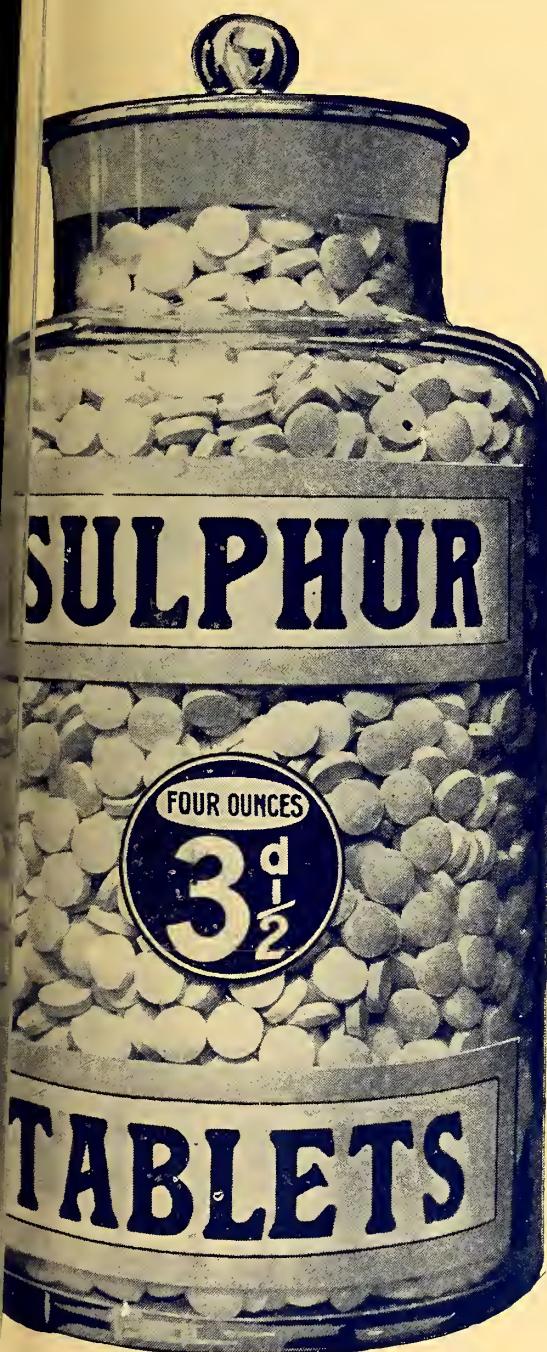
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Business returning £1,500 per annum, for Sale on account of
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Apply, "Eastern" (133/13), Office of this Paper.

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per week; Insurance Dispensing extra; low rent; modern-
ly and well stocked; plenty of scope for increase of
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of this Paper.

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present rate of returns over £2,000 yearly, gradu-
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will sell by valuation. Apply, 132/64, Office of

Old-established Prescribing and Retail Business
on account of ill-health; good living accommodation,
main road; rent £24; splendid opportunity for
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sell; good Panel business. 244/40, Office of this

HILLS (near).—First-class Dispensing and Family
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otherwise engaged will accept £800, or fair valuation
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reasonable offer considered for quick sale; come
will pay you. 249/22, Office of this Paper.

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Practice for Sale; established 9 years; owner
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fare over 20,000; returns about £850; price £250 for
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es small; well-ordered accounts; immediate returns
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and taxes very low; £150 fixtures and goodwill. Only bona-fide
need apply, "Nemo" (247/35), Office of this Paper.

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required £200. Apply, "Drugs" (249/18), Office of this Paper.

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used); returns can be greatly increased under qualified manage-
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A GOOD profitable Business in busy Lancashire town; almost
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N opportunity occurs for acquiring a Business in which the
returns are improving quickly; £4 10s. a week in 1912,
now nearly £12; a good Prescriber would do well, as Indigestion
customers pester us daily. "Morris" (249/31), Office of this
Paper.

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house, and up-to-date stock; any reasonable offer considered; owner
retiring. Apply, Alfred G. Deacon & Co., 14 Brown Street, Man-
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FOR immediate Disposal, the old-established Pharmacy, No. 17
Stafford Street, Longton; new front recently put in. For
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late Mayor of Batley; a good opening for up-to-date man;
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water Factory in perfect working order; very profitable and
capable of great extension by investment of small additional
capital; price £250, or near offer, considerably less than valuation
of stock, fittings, and machinery; satisfactory reasons for
disposal. 251/28, Office of this Paper.

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modation; populous district; no near competition; rent £26; under
qualified management a gold mine; quick sale, sacrifice, £35.
McAuley, Eldon Street Drug Store, Preston. No agents.

YOUR own Master for £50 or £100.—Good little Businesses,
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can double; valuation only £100, about; another doing £8 and
200 N.H.I. Scrips; no qualified opposition; rent £27; small
house; electric light; £200; either half cash, remainder by
instalments. 249/38, Office of this Paper.

£45 or near offer.—Drug Stores, well fitted and stocked,
situated in factory neighbourhood, N.W. district; no
opposition; taking weekly £5 under female management; only
wants viewing; exceptional scope for Panel; good house accom-
modation; rent £30; taxes low. 252/15, Office of this Paper.

£300.—Old-established Chemist's Business for Sale; South
Coast; 3½ or 12 years' lease at option. A 51,
Birchall's Advertising Offices, Liverpool.

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PARISH OF HAMMERSMITH.
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TENDERS for the supply of Drugs and Druggists' Sundries are invited.
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Send stamped foolscap envelope to the undersigned for tender forms.
By Order,
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206 Goldhawk Road, Shepherd's Bush, W.

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LANCASTER.—For immediate Sale by Tender, through death of the owner, an old-established Pharmaceutical and Dispensing Business, prominent position and leading thoroughfare; stock and utensils about £380. For particulars apply, Thos. Robinson, Accountant, The Arcade, Lancaster, to whom Tenders may be sent on or before 28th February.

TO LET.

FIRST-CLASS Chemist's and Druggist's Premises to Let in St. Vincent Street, Glasgow, with modern front; depth of shop 38 ft., saloon 20 ft. by 16 ft., basement 38 ft. by 20 ft., all wood-panelled, and lavatory accommodation additional. Apply, E. H. Stanley Craig, C.A., 63a St. Vincent Street, Glasgow.

S HOP, main road (lock-up), spacious; excellent opening for Chemist and Photo Sundries; very moderate rent. Wing, 2 Kenilworth Road, Penge, S.E.

S HOP to Let at Pinxton, a large prosperous mining village in Derbyshire; excellent opening for Chemist with Dental or Optical experience; a visit to the village will give convincing evidence of the need for a Chemist. Full particulars from A. Toon, Victoria Road, Pinxton, near Alfreton.

FOR SALE.

CASH Till, adding, National, for Disposal; second-hand; sound condition; special price cash. Write, Phillips, 89 Brayards Road, Peckham, S.E.

COMPLETE high-class Mahogany Fittings and Stock; York Bottles; Illuminated Mortar and Sign; Window Enclosure, 10 ft., Mirrored Back, Plate-Glass Shelves; all first-class condition; splendid chance for new start. 240/38, Office of this Paper.

G LASS-FRONT Mahogany Counter, top Showcase, 6 feet; Window Enclosure (Sage), lower panelled mirror doors, 9 ft. 9 in. by 5 ft., top clear plate, 5 ft. 6 in. high; bent end Well Case, 9 by 6; Show Stands, Gas Stove, Whisk Mixer; all as new; to view (London), or offers. Address, Moore, 166 Earl's Court Road, S.W.

BUSINESSES WANTED.

B USINESS or Partnership wanted in London or Suburbs, returning between £800 and £1,000. Letters only, with full particulars (which will be treated in strict confidence); should be addressed to 253,01, Office of this Paper.

M ESSRS. BERDOE & FISH, having recently been successful in disposing of a large number of businesses, are in immediate want of sound concerns with turnover from £600 to £3,000; cash buyers waiting; strict confidence guaranteed; intending vendors are cordially invited to correspond. Valuation Offices, 35 Jewry Street, London, E.C.

P URCHASER is looking for medium-size, working-class or middle-class Business offered as favourable bargain for cash; good business position in either industrial or residential well-populated town; Northern Counties unsuitable. Address descriptive figures and cash terms to "Carlsbad" (252/39), Office of this Paper.

WANTED, good-class Business in seaside town on South Coast, returning not more than £1,200; no agents. "Coast" (249/27), Office of this Paper.

PARTNERSHIPS.

A QUALIFIED man wanted to pay half for Stock would become full Partner to business. Pharmacy, 155 Wardour Street, W.

M ANAGING Partner required by Baking-powder and Wholesale Druggists in Eastern County; opportunity for young energetic man. Reply, stating personal capital available, to Larking & Larking, Acca Place, Norwich.

WANTED, qualified Branch Manager prepared the amount of valuation of good-class Reta Photographic Business, with option of completing years; half-share of net profit after paying all existing manager's salary, over 20 per cent. on capital; feet security; third similar appointment. Give 253/15, Office of this Paper.

AGENCIES.

Price lists, trade circulars, samples, and prints in no case be forwarded.

F AR EAST.—Experienced and active Traveller markets in the Far East, desires engagement Representative or would arrange with two or three for Drugs, Chemicals, Sundries, and Optics, or his Perfumery; Chemist with British qualification; strictly confidential. "Indo-China" (247/19), Paper.

S OUTH AFRICA.—Successful, experienced Traveller Chemist, energetic and healthy, wishes engagement for Wholesale Chemists, Drugs, Sundries, Perfumery. "Cape Mack" (247/190), Office of this Paper.

APPRENTICESHIP.

C ARDIFF.—Wanted, a well-educated youth as apprentice to doors; one having passed Preliminary pre- opportunity of learning the trade under personal every help given. Ernest C. Harden, The Central City Road, Cardiff.

A PPRENTICESHIP.—London.—Lad, about 16, to find vacancy in Pharmacy to learn the trade. Offered; willing and anxious to get on. Write to A (247/5), Office of this Paper.

SITUATIONS OPEN.

3s. 6d. for 50 words or less; 6d. for words or less beyond, pro rata.

The Advertiser may, if preferred, have addressed to this Office, and forwarded on payment additional charge of 6d.

RETAIL.

TELEGRAPHIC INSTRUCTIONS. On Thursdays advertisers wire instructions to "Retained" without specifying in what number the advertisement appeared. It would be a great convenience if made clear in all telegraphic communications.

B ATH.—Smart Junior for middle-class Light Retailing business; no Photography; outdoors; b. 9 p.m.; time allowed for study if required; no Sure progressive salary. Charles Jenkins, Chemist, Bath.

B IRMINGHAM.—Qualified Manager wanted to charge of and work up branch; excellent young man who will take a real interest in the salary, experience, and when disengaged to permanent. (251/7), Office of this Paper.

B IRMINGHAM.—Qualified Manager, about 26, for Retail; must be a capable man with undoubted good Window-dresser and knowledge of Photography; particulars (outdoors), Rushton, Chemist, Stratford Hill, Birmingham.

Vacancy for an Improver or young Junior (out-of-Light Retail). State age, height, salary, etc., to S. Pharmacist, 5 Bank Hey Street, Blackpool.

ANTED, elderly registered Chemist (mainly to supercedingly comfortable position); hours easy; duties Full particulars, salary, etc., to C. E. Donnelly, vet, Bolton.

UTH.—Charles D. Cumber, Dispensing Chemist, Bournemouth, requires a gentlemanly Junior to experience and salary required (indoors), enclose will be returned), give references, and state when

Wanted, early in March, an energetic qualified for good-class Dispensing business. Apply, with s, to Buxton & Grant, 176 Whiteladies Road, Bristol.

E.—Wanted, a reliable qualified Assistant, who could go of Dispensing Department if necessary, and with of the Photographic trade. Apply, with full par- to, Beall & Son, Chemists, Cambridge.

ANTED immediately qualified Assistant; outdoors; it could live at one of our branches; must be steady, as a good Counterman; permanency. State full par- height, references, when disengaged, and salary Glyn Evans, Ltd., Chemists, City Road, Cardiff.

ANTED Assistant wanted who has had first-class ex- ago about 25; outdoors; no Sunday or night duty. t instance, by letter, to E. D. Foster, 56 Bishopsgate,

Qualified Manager for Light Retail and N.H.I. Dis- abatiner; Extractor preferred; half-day; outdoors. particulars, age, references of last two situations, ed, Lathom, 74 West Street, Crewe.

OUGH.—A thoroughly capable Junior required in Dispensing business. Apply, with full particulars e, age, height, salary (indoors), G. H. F. Dier, Crowborough.

COURT.—Junior or unqualified Assistant wanted for Light Retail and Dispensing, with knowledge of Photography. Full particulars and salary required to J. S. East Molesley.

ANTED, a smart unqualified Assistant for quick business; one accustomed to modern methods preferred knowledge of Photography; a permanency to a really Apply, with references, photo, and salary expected, Jerness.

IRE.—Qualified Manager required for a good sub- business offering exceptional scope for increase; good an interest in the profits, offered to a first-class man; State when at liberty, 249/44, Office of this Paper.

IRE.—Comfortable situation; outdoors; elderly regis- chemist required for N.H.I. Dispensing; hours easy; duty; must be temperate. Apply, with photo, refer- to Wardle's Drug Stores, Ltd., Moses Gate, near

OL.—Competent Assistant; outdoors; unqualified pre- smart Counterman essential; no Panel work. Full to "Cash Pharmacist," c/o Messrs. Henry Jackson & sons' Sundrymen, School Lane, Liverpool.

DNO.—Unqualified Junior, about 21, for good-class Dispensing business; knowledge of Photography; Apply, with full particulars, enclosing photo, to Winter induno.

ANTED Manager required for modern quick Cash ss; splendid opportunity for an energetic and capable man; good salary with an interest in the profits the right man. 249/43, Office of this Paper.

E.—Immediately, qualified Assistant required (out- for Insurance Dispensing and Relief work; hours, Monday 9 a.m. to 10 p.m., Thursday 9 a.m. to 9.30 p.m., Saturday 9 a.m. to 10.30 p.m., Wednesday free; alter- days (evenings only) 7.30 to 9.30; permanent, progres- sion for suitable man. Give commencing salary required in first letter, 253/120, Office of this Paper.

E.—Qualified Assistant for Relief and Insurance Dis- ing; easy berth; permanency. "Statin" (253/12), his Paper.

ONDON, N.—Reliable Junior wanted; good Counterman, quick, and obliging. Apply, stating height, wage, and experience, to R. H. L. Watson, Proprietor, James' Cash Chemists, 182 Stroud Green Road, N.

ONDON, N.—Junior Assistant and Improver wanted for quick Cash trade (working-class); good prospects to suitable man, who must have good references. Apply, S. Briggs, Chemist, Broadway, Crouch End, N.

ONDON, N.—Qualified (elderly would suit) to assist with Dispensing and Light Retail; comfortable berth; easy hours; permanency. State salary, etc., "Verax" (252/16), Office of this Paper.

ONDON, N.W.—Assistant required for good-class Dispensing business; indoors. State salary and full particulars, Elmer Pettinger, 30 Rosslyn Hill, Hampstead, N.W.

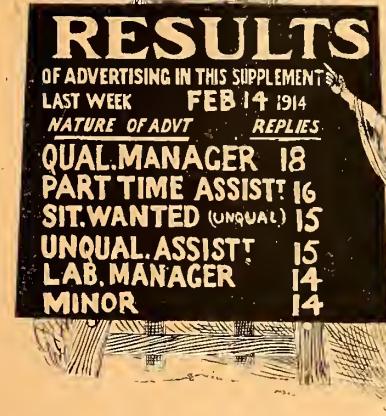
ONDON, N.W.—Wanted, good Assistant, qualified or unquali- fied; time for study if required; comfortable berth. Apply, with full particulars, to 253/18, Office of this Paper.

ONDON, S.E.—Wanted, an Assistant or good Junior for a good- class Dispensing and Retail business. Apply, with full particulars, to Butcher, Curnow & Co., Ltd., Blackheath, S.E.

ONDON, S.W.—Required, Dispenser, Minor qualifications; salary to commence 50s. per week; age about 25; hours of work 8.45 a.m. to 6.30 p.m. approximately; no Sunday duty; 14 days' annual vacation. Apply, by letter, stating full particulars, to 1414, Sell's Advertising Offices, Fleet Street, E.C.

ONDON, S.W.—Senior Assistant with Minor qualification; indoors; must have had Dispensing experience; also unqualified Assistant; outdoors; whole or part time. Tupholme & Son, 1 Coleherne Terrace, Earl's Court.

ONDON, W.—Required, an Assistant, qualified preferred, for Dispensing business. Apply, with full particulars, age, experi- ence, salary required, to W. A. Weston, 8 Sandringham Parade, Ealing.



This Blackboard demonstrates that Advertisers using these columns get a ready response to their announcements. The figures only refer to some of the letters RECEIVED AT OUR OFFICE on behalf of Advertisers who use a number or nom de plume.

TO SAVE TROUBLE.

MANY correspondents answering advertisements in this Supple- ment enclose remittances to cover the cost of forwarding their letters to advertisers who prefer to be addressed c/o this Office. The Publisher desires to make it clear that this is quite superfluous, and perhaps this reminder will obviate the neces- sity of the frequent return by him of such remittances.

ANSWER IN TERMS OF THE ADVERTISEMENT AND

REMEMBER you are one of possibly hundreds applying for the same position. Put your case before the advertiser so that he may be able to form a MENTAL PICTURE of your suit- ableness.

BE BRIEF BUT CLEAR.—Millions of applications are consigned to the waste-paper basket UNCONSIDERED, because the reader cannot form this picture from the inadequacy of the materials set before him.

LONDON, N.—Capable Assistant (two kept), mainly for N.H.I. Dispensing; hours of business 8.30 to 10; usual half-day off weekly; alternate Sunday duty 6 to 10 (evening only); salary £50-£55. (indoors), according to experience. Apply (letter only), stating experience, names of references, when disengaged, "Chemist," 88 Columbia Road, London, N.E.

LONDON, W.—Qualified Assistant; outdoors; three kept; must be of gentlemanly appearance and address, and accustomed to a high-class business; short hours. Apply, with full particulars, to Mr. D. L. Lewis, Chemist, Ealing, W.

MALVERN.—Junior Assistant, good address, wanted for Dispensing business. Please state age, height, experience, and salary required (outdoors), and enclose photo if convenient, A. E. Baylis, Great Malvern.

MANCHESTER (near).—Improver or Part-time Assistant at once, reliable Dispenser, in good-class business; Photography. State salary required, Watts, Pharmacist, Stretford.

MANCHESTER, near.—Qualified Assistant for Light Retail and Dispensing; elderly not objected to. Apply, 250/36, Office of this Paper.

MIDLAND COUNTIES.—Junior Assistant wanted by high-class Dispensing Chemists; outdoors; good salary to suitable man. Send full particulars in first letter to 251/21, Office of this Paper.

MIDLANDS.—Qualified Manager for Limited Company in the Midlands; good all-round man and first-class Dispenser. Apply, 252/18, Office of this Paper.

NEAR Manchester. — Wanted, an Assistant; Dispensing and Window-dressing. 128/43, Office of this Paper.

NEATH, South Wales.—Experienced Assistant (outdoors), qualified or otherwise, not under 25; exceptionally easy hours; half-holiday weekly; no Sunday or other duties after hours; Welshman preferred; liberal salary. J. Griffith Isaac, Pharmacist, Neath.

NOTTINGHAM.—In a high-class business, a qualified Pharmacist, with good Dispensing experience, 24 to 26 years of age; three qualified assistants kept; one seeking a permanency preferred. F. Ross Sergeant, Nottingham.

ROMFORD, Essex.—A thoroughly competent Assistant required immediately; outdoors; good terms to a suitable man. Apply, with fullest particulars, to W. S. Steeples, 28 Market Place, Romford.

S.E. District.—£2 10s. weekly (outdoors); unqualified; moderate hours; must be thoroughly reliable and competent, used to good-class Store and Dispensing, and possess undeniable references; middle of March. Full particulars with application, 250/23, Office of this Paper.

SHEFFIELD.—Qualified Manager for Light Mixed Retail wanted at once; outdoors. State age, height, experience, salary required, and references to J. E. Adcock, Pharmaceutical Chemist, 485 Glossop Road, Sheffield.

STOCKPORT.—Junior Assistant for Light Retail and Dispensing; no Sunday duty; hours 8.30 to 9.30; half-day holiday weekly. State full particulars, experience, salary required (outdoors), and photo if convenient, to A. Crossley, Chemist, Shaw Heath, Stockport.

SWANAGE.—Randall & Son, High Street, have an immediate vacancy for a reliable indoor Assistant, age about 22 to 30; qualified preferred but not essential; must have good experience of high-class Pharmacy; moderate hours; comfortable home; permanency to suitable man. State age, height, salary required, etc., in first letter.

SYDENHAM.—Qualified Senior Assistant for Dispensing business. Full particulars and salary expected (in- or out-doors), Makepeace, Pharmacist.

THE ROYAL PORTSMOUTH HOSPITAL, Portsmouth.—Male Dispenser required; candidates must be qualified Chemists and not more than 40 years of age; salary £110 per annum; lunch will be provided. Applications, with copies of testimonials, must reach the undersigned on or before the 28th February. B. Wagstaff, Secretary.

TORQUAY.—Improver or Junior (outdoors) for high-class Retail and Dispensing business; age about 20. Apply, stating experience and salary required, to H. F. Bourne, 11 Strand, Torquay.

WARWICK.—Required about the middle of March, a trustworthy Assistant, 20-24, for good-class Light Retail, Dispensing, and Photographic; no Developing or Printing; must be gentlemanly and obliging; easy hours; indoors. Give references, age, height, salary required, and photo to H. K. Croasdale, The Pharmacy, Warwick.

WOLVERHAMPTON AND STAFFORDSHIRE HOSPITAL.—Wanted immediately, male Assistant. Minor qualification; salary £100 per annum, 1 hour 9 a.m. to 5 p.m. Applications, with full particulars, to W. H. Harper, H. Secretary, General Hospital, Wolverhampton.

YORKS, West Riding.—Well-known firm Manager; qualification not essential; permanent or on offers. 249/42, Office of this Paper.

A JUNIOR required in first-class Dispensing Suburbs. Apply, with full particulars, if photo, to 250/9, Office of this Paper.

A QUALIFIED Assistant for quick Dispensing and Photography; must be well recommended. 25 years of age; easy hours; in- or out-door. A particulars, to T. E. Savage, Pharmacist, Croydon.

A SSISTANT (unqualified), age 24-30, wanted March 2 for good-class Suburban Store, Dispensing. Apply, giving full particulars, to "C" Office of this Paper.

A SSISTANT, reliable, unqualified, about 25 years of age; Window-dresser, and Stockkeeper; short or Wednesday afternoon duty. Apply, giving full particulars, experience, age, salary expected, and names, 128/56, Office of this Paper.

A SSISTANT required; good-class Dispensing Suburbs. References, salary required, and photo to Balkwill & Sons.

A SSISTANT, 22-30, qualified Junior or thoroughly unqualified, for Dispensing and Light Retail. Good all-round experience; very comfortable indoor or outdoor service; half-day weekly and whole day off monthly; interview invited. State full particulars and salary required, letter, enclosing photo, Body, "Westwood," Beta Westcliff-on-Sea.

A SSISTANT wanted, qualified; one with local experience; good wages to suitable man. Permanent; married preferred; North-East. Prospects to man willing to make a permanency. 73 of this Paper.

A T Once.—Assistant (outdoors) in good-class Dispensing business; must be a good Stockkeeper and counter. Please give full information, with references, to Mr. Ewell, 57 Townwall Street, Dover.

A T Once.—Qualified Assistant or Manager for R dispensing business; indoors preferred. Bushell & Sons, Brook Street, Manchester.

DISPENSER; quick and accurate; outdoors; about 25 with full particulars (personal interview preferred). 25 Westow Hill, Upper Norwood, S.E.

DISPATCH Clerk; 30s.; quick and intelligent writing. Store experience preferred. Apply, Manager Drug Department, Water Lane, E.C.

DISPENSER required, at the beginning of March, for Surgery; must be quick and neat; smart and preferably under 30 years; good Junior experience; good wages. 252/15, Office of this Paper.

E. C. PERKS & CO. require, early in March, an Assistant; indoors; three kept; thorough knowledge of Dispensing essential. Apply, 1 Sloane Square, London.

E. H. BAKER (CHEMISTS), LTD., Coseley, Brierley Hill. A qualified Assistant for branch; comfortable hours; elderly not objected to. State salary, etc.

ELDERLY registered Chemist wanted for light business, S.E. district; state age, salary and when at liberty. Address, "Robinson" (249 2), this Paper.

ELDERLY qualified Chemist required for N.H.I. Dispensing business; easy hours; comfortable berth. State age and when at liberty. 249/45, Office of this Paper.

ELDERLY qualified Chemist required for comfortable business; easy hours; permanency. State age, salary required, when at liberty. 249/41, Office of this Paper.

EVENINGS only.—Wanted for Dispensing, Assistant, Long, Chemist, 506 High Road, Tottenham, London.

ASS Counterman, Window-dresser; Store experience desirable; 50s. Apply, age, height, etc., "A. B. C." (253/11), Office of this Paper.

March 9.—Assistant (indoors), unqualified, about 25; person; one only kept; comfortable home. Personal work full particulars re experience, height, and salary, (to be returned), Wimbush & Co., 195 High Street, London, N.W.

Leamington Spa, requires a gentlemanly Assistant, 23, for high-class Dispensing business. Kindly give particulars, salary required (indoors), and enclose photo, to be returned.

DE.—Reliable Junior (indoors), age between 20 and 25; 48 hours; comfortable home offered; one used to Mixed Business and Photography. Give full particulars in first state salary required, Christopher, Pharmacist, Much Knapton.

DELY (outdoors), competent Assistant, about 25; must be a Dispenser and good Counterman, accustomed to business; preference given to one seeking a permanency. State salary and full particulars of experience, to 12 The Mall, Ealing, W.

DE or young Junior wanted. State salary required (indoors or outdoors) and usual particulars, W. Roberts, 3 Brook Street, Chester.

DE or Junior Assistant for Store trade and N.H. Insurance for N. London branch. Apply, giving full of salary required (outdoors), references, when desired. (easy hours, Sunday duty every other Sunday) to J. Edwards, 4 and 5 Wilmington Square, Eastbourne.

DE Assistant required, age about 24, outdoors, for good Light Retail and Dispensing business; comfortable berth not sought; good references essential. State height, and salary required, with photo if possible, Lloyd, M.P.S., 125 St. John's Hill, Clapham Junction,

DE unqualified, wanted (outdoors) in March for Mixed and N.H.I. Dispensing; hours 8.30 to 8 p.m., Saturday; no after hours or Sunday duty; permanency if Apply, with usual particulars, salary required, W. Chemist, Ilkeston.

DE or Improver; high-class Retail and Dispensing business London; outdoors. Holmes, 21 High Street, Sutton.

DE Assistant required for Dispensing. Please apply, with particulars, to Waite & Chambers, Suffolk Lawn, Cheltenham.

DE Assistant wanted in about a month's time; one used developing Photos and good at Counter. State age, height, outdoors), to Geo. Durrant & Son, Hertford.

DE or good Improver, with some experience in Dispensing, quick medium-class business; personal application preferred & Co., 160 King's Road, Chelsea, S.W.

DE; indoors or outdoors; Welsh-speaking. Apply, with full particulars, to W. E. Roberts, Pharmacist, Pwllheli.

DE Assistant required; outdoors; quick Counter trade; 8.30 a.m. to 9.30 p.m.; one half-day and one afternoon p.m. to 6 p.m. off; close Kew Gardens. C. Watkins, Hall Parade, High Road, Chiswick, W.

DE wanted for Dispensing and Light Retail. Apply, Hall, Pharmacist, 196 Belsize Road, N.W.

DE, qualified; City Store; principally Dispensing; easy £2 2s. Apply, with full particulars in confidence, "Z." (253/11), Office of this Paper.

DE Dispenser and Bookkeeper, accustomed to Doctor's Dispensing; outdoors; small town, Gloucestershire; hours 2 p.m., and 6-7 p.m., Sundays 10-11 a.m., 2 p.m. Parpost, Jenkins, 137 Willeoden Lane, N.W.

DE & BURROWS have a vacancy for a good unqualifiederman, Apply, with full particulars, to 146 Holborn

LOCUM for N.H.I. Dispensing; 6 to 10 p.m. Thursday evenings; Well's Drug Stores, 239 Well Street, Hackney, N.E. Apply, in first instance, W. Hunter, 278 Bishopsgate, London, E.C.

MANAGER, qualified, for Prescribing and Speciality business. Please state experience and salary required to "X. Y. Z." (250/21), Office of this Paper.

MESSRS. TIMOTHY WHITE CO., LTD., Chemists, Portsmouth, require a capable Pharmacist as Manager; easy hours; good and progressive salary, with excellent prospects.

MRS. ANZELO requires a Junior just out apprenticeship or unqualified Assistant; 24s. per week (outdoors); permanency; no Sunday duty; accustomed to a Mixed business; close on Thursdays; must be energetic and good worker; reference required when engaging. State age, height, when disengaged, enclose photo if possible (returnable), to 245/2, Office of this Paper.

MESSRS. TIMOTHY WHITE CO., LTD., Chemists, Portsmouth, have a vacancy for an unqualified Assistant; permanency and good salary.

OPTICAL Assistant in high-class Dispensing and Optical business; an excellent opportunity to gain experience in all practical work in Optics; F.S.M.C. certificate not essential. State salary required (indoors), experience, photo, etc., to Saxby, F.S.M.C., Pharmacist, Cheltenham.

OUTDOOR Assistant for March 16, unqualified, age about 23, for Retail, Dispensing, and Photographic business. J. W. Wood, 2 Barmouth Road, Wandsworth, S.W.

PART-TIME Assistant; outdoors; 9 to 6 o'clock, Saturdays till 2; suit Student or one employed in evenings; S.E. district, within easy reach of Schools; should be capable of taking charge; duties light. 253/4, Office of this Paper.

QUALIFIED Manager for medium-class Retail; good progressive salary and commission. State usual particulars and when disengaged to Stokes, 11, 12, 13 Lower Castle Street, Bristol.

QUALIFIED Assistant required; good Dispenser, Counterman, and Window-dresser; knowledge of Photography; easy hours; no Sunday duty; live outdoors; state all particulars, with salary required, in first letter. Apply, Wiles & Holman, Haslemere, Surrey.

QUALIFIED Assistant; hours 9.30 a.m. to 7.30 p.m.; Sunday duty occasionally, 6.30 to 8.30 p.m.; one hour for dinner, also for tea; young or elderly gentleman. State salary required and references, E. Watson, Cleator Moor, Cumberland.

QUALIFIED Branch Manager required for Manchester; good Counterman and reliable Manager are essentials; Assistant and boy kept; permanency and commission to a good man. Please send full details to Griffiths & Co., Chemists, Droylsden.

QUALIFIED Assistant wanted, chiefly for Dispensing (no National Insurance work); time off, one whole day and one half-day alternate weeks. State age, experience, references, and salary required in first letter, or apply personally, to Bishop & Vincent, 460 Holloway Road, London.

QUALIFIED Assistant as Senior required for March 1 for good-class Retail and Dispensing business; must be a good Salesman and Dispenser; to live over premises with two other Assistants, but not with family. Please give full particulars and enclose photo, Procter, 5 Station Parade, Eastbourne.

QUALIFIED Assistant immediately; principal duties State Dispensing; state experience, age, and salary required; middle-aged man not objected to; permanency if suitable. References, etc., to King Bros., Druggists, Sedgley Road, Wolverhampton.

QUALIFIED Assistant wanted, young and energetic. State usual particulars and salary required to C. Dean, Chemist-Optician, 26 Market Street, Bury.

QUALIFIED outdoor Dispenser and Bookkeeper wanted by firm of Doctors in South Coast town; state salary, send testimonials; no Sunday work. Address, 248/21, Office of this Paper.

QUALIFIED Manager for unopposed branch in North Wales, near the border; excellent berth; pleasant district; permanency only; single man preferred; commission, share of profits; agreement; Welsh an advantage but not essential. Apply, L. Rowland & Co., Chemists, Wrexham.

QUALIFIED Assistant required for a good-class business, about 23; good Dispenser. State full particulars, 249/17, Office of this Paper.

QUALIFIED Senior for N.H.I. Dispensing and to assist at Counter and in management; Black Country, near Birmingham; comfortable berth for one seeking a permanency. 251/30, Office of this Paper.

QUALIFIED Manager required for small branch business in new Colliery district, near Cardiff and Newport; salary £3 per week and commission, with good prospects; outdoors; married man preferred; comfortable berth. Clarke, Chemist, New Tredegar, Mon.

QUALIFIED, experienced Assistant, about 25, wanted; outdoors. W. F. Pasmore, 320 Regent Street, W.

QUALIFIED Assistant at once; duties very light; suit an elderly or infirm man. State lowest salary to 12 Cowley Road, Oxford.

QUALIFIED Manager and Junior wanted immediately; liberal terms to smart up-to-date men; Liverpool district. Apply, 252/19, Office of this Paper.

QUALIFIED Manager wanted for branch; must be capable and energetic; good salary and commission; permanency to suitable man. Apply, giving full particulars, Pritchard & Davies, Bargoed, Glam.

QUALIFIED Manager wanted at once for neglected branch; must be good Salesman, Window-dresser, and Dispenser; rooms over shop for married man if desired; vacancy February. 133/45, Office of this Paper.

SMART Junior, accustomed to good-class Dispensing and Faimly business, required about end of March. Apply, in writing, enclosing photo and usual particulars, to H. T. Escritt, Pharmacist and Optician, 284 High Road, Streatham, S.W.

SMART, experienced (outdoors) Junior, about 22, required for Retail and Dispensing business and to assist in Wholesale Warehouse. Address, stating salary, age, height, and references, and enclosing photo (to be returned), to T. & W. Woodruff, Chemists, Cheadle, Cheshire.

SMART qualified Chemist wanted to take entire management of a large Retail and Wholesale business, with Agricultural connection; state age, salary, and experience. Apply, 251/2, Office of this Paper.

35/-—An improving position for a reliable Assistant desiring a permanency; must be a good Salesman, quick and accurate, and have good references. State when disengaged, experience, age, height, married or single, and enclose photo (which will be returned), "Oldham" (251/4), Office of this Paper.

UNQUALIFIED Assistant (indoors) wanted for good University and General business; must be reliable Dispenser and have knowledge of Photographic trade; age about 30. Apply, stating salary required and full particulars, with photo, to G. Beall & Son, Chemists, Cambridge.

UNQUALIFIED Assistant wanted at once (indoors) for good-class Dispensing and Photography. Apply, giving full particulars, to Cruso & Co., Ltd., 7 The Strand, E. Southsea, Hants.

UNQUALIFIED Assistant or good Junior wanted immediately in London suburb (indoors) for good-class Dispensing and Light Retail. Apply, with usual particulars, salary, etc., W. Wade, 55 High Street, Sidcup, Kent.

UNQUALIFIED Assistant or a good Junior wanted immediately (indoors or outdoors) for a Mixed Retail and Dispensing. Apply, stating full particulars as to age, references, salary required, and enclose photo if possible, to Evans, Pharmacist, Dowlais, South Wales.

UNQUALIFIED Assistant, from 20 to 30 years of age; must have good all-round experience. Apply, with full particulars, to "Fosster" (250/27), Office of this Paper.

WANTED at once, for about a month, a temporary Assistant, chiefly for Dispensing. Please send full usual particulars and photo to E. Bing & Son, Pharmaceutical Chemists, Canterbury.

WHOLESALE.

LONDON, S.W.—Required, Assistant, about 25 years old, toiled to making Powders, Pills, etc. Write full particulars to 14 Sell's Advertising Offices, Fleet Street, E.C.

ASSISTANT Warehouseman (permanent and progressive) required by London Wholesale Druggists; must have good knowledge of the trade. State age, experience, and required to "A. B." (132/5), Office of this Paper.

CHEMIST required, with practical knowledge of Flavoured Soluble Essence Manufacture. State age, experience, and salary required to 252/29, Office of this Paper.

COUNTER hands for Wet and Dry Floors wanted; must have good experience. Apply, stating full particulars of previous employment, wages expected, and if disengaged, to 133/1, Office of this Paper.

FOREMAN wanted to take charge of staff of men and to superintend manufacture of Toilet Creams, etc. 253/16, Office of this Paper.

PACKED Goods.—Intelligent young man to act as Stockman; must have had similar experience. Full particulars to 133/43, Office of this Paper.

PHARMACIST (25-30) wanted for high-class Men's firm (Fine Chemicals and Synthetic Drugs) to call on Doctors and Chemists. Apply, with full particulars, including references and salary required, to 127/69, Office of this Paper.

PHARMACIST.—A firm of Manufacturing Chemists require a vacancy for a young Pharmacist, of good address, to be Salesman; the position affords an excellent opportunity for acquiring knowledge with a view to advancement. Apply, enclosing photograph and giving full particulars of previous experience and salary required, to 133/48, Office of this Paper.

PILL Maker wanted by a London firm, with good experience. Write full particulars of age, experience, and wage required, to 248/39, Office of this Paper.

SALES Manager and Organiser required to place on Proprietary Medicine; thoroughly experienced in new lines; capable organising Salesman; American preference; state salary, experience, etc. Replies to "Medicine" 13/1, Office of this Paper.

TRAVELLER wanted at once for London to represent Sundries house; well known to Chemists and known Sundries most essential. Apply, 253/14, Office of this Paper.

TRAVELLERS.—An important firm, with an extensive connection with Chemists preferred; applicants should give particulars of experience, age, and salary required. 248/34, Office of this Paper.

VACANCY occurs under Head Chemist in Laboratory of Wholesale Druggist, London, for well-educated, energetic man; progressive position; moderate salary to commence, experience, etc., to "A. C." (132/05), Office of this Paper.

WANTED by a Dublin firm, as Laboratory Assistant, a gentleman, not under 22 years of age, possessing a knowledge of General Chemistry, and with some knowledge of Pharmacy. Apply, stating salary expected, age, where educated, and copies of testimonials, to 130/58, Office of this Paper.

WHOLESALE Druggists' Sundries' Manufacturers require immediately smart Traveller for London and Suburbs. State all particulars to 245/1, Office of this Paper.

WHOLESALE Druggists.—Wet and Dry Assistant required for South Africa; unmarried; not over 35 years of age; pension paid out; three years' agreement. Apply, by letter only, to 14 Lafone Street, London, S.E.

SITUATIONS OPEN.

Colonial, Indian and Foreign.)

words or less; 6d. for every 10 words or less. The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 6d.

Experienced Traveller (single) to introduce Pharmaceutical speciality to the medical profession of Australia; or competent, ambitious man. Apply, with full 2/14, Office of this Paper.

A lucrative and permanent appointment is open to all possessing the Minor qualification. Suitable men apply for particulars to "Anglo" (132/11), Office

Assistant Lady Dispenser wanted; one who has passed the Apothecaries' Hall examination preferred; salary £35.00 per month, with room, board, and board. Apply, The Chemist, General Hospital,

Qualified Assistant (24 to 28) required, with experience of P.B. Preparations and some knowledge; 4 years' agreement; passage paid out and return and excellent prospects to a suitable man; to an English-speaking German. Apply, with full 6/55, Office of this Paper.

MALAY STATES.—Thoroughly qualified Chemist and Dispenser; conversant with and capable of the Aerated Water Plant; three years' agreement paid out; salary £240, and rising to £280 (or Straits dollars), with commission on net profits; address and have excellent references. Address, London House, Crutched Friars, E.C.

WANTED, by May 1, a thoroughly experienced Assistant; must be of good appearance and possess first-class references; salary to commence; applications not answered in 21 days respectfully. Apply, Mr. E. Ruxton Baytt, 184 Peel Street, Montreal.

Messrs. H. Roberts & Co. require at once the a qualified Junior as Dispenser; knowledge of necessary. Write, giving full particulars, 417 Corso

Qualified Chemist wanted. Minor preferred; seconded paid via Siberia and return passage after four £22, £24, £26, and £28 per month respectively; terms (approximately) £180 first year, with £24; furnished room and medical attendance by, with full particulars, to 86/550, Office of this

Qualified Assistant, about 23, required for old-English Chemists; four years' agreement; passage terms; £24; £26, and £28 per month respectively; £24; furnished room and medical attendance by, with full particulars, to 86/550, Office of this

Chile.—Young Laboratory Assistant; experience of Proprietary Articles; trustworthy, merit five years; first year £150, second year £160, fourth year £180; fifth year £190; second-class. Apply, stating age, salary, experience, and full which must bear strictest investigation, to "Chile," Leescher & Webb, Ltd., 56 Hanover Street, London, S.W.

MAN firm of Manufacturing Chemists wants the of a capable and experienced Tablet Maker. Apply, the Norwegian Chamber of Commerce, King'sway, stating previous experience.

CO., 5 Rue de la Paix, Paris, have a vacancy Assistant, with knowledge of French. Apply, state age, height, experience, and salary required

Druggists.—Wet and Dry Assistant required for unmarred; not over 35 years of age; passage years' agreement. Apply, by letter only, to "L." London, S.E.

SITUATIONS WANTED.

1s. for 12 words or less; 6d. for every 10 words or less beyond, prepaid.

The **Advertiser** may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 6d.

[HOME.]

RETAIL.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded.

You Require and I Offer
a Manager, trustworthy, capable, with up-to-date methods, not only willing but able to youthful energy (ago 32), clever Advertisement-writing, attractive Window-dressing, good Salesmanship, and thorough satisfaction.

In present situation 4 years; advancement required; the best offer over £200 per annum gets this man. Address, "Offer" (248/27), Office of this Paper.

ASSISTANT; good Dispensing and Photographic experience. Hall, 9 Trelawney Road, Cotham, Bristol.

ASSISTANT; 23; Dispensing and Counter; good references; Birmingham or near. Mills, 1 Clare Villas, Bath Road, Stroud, Glos.

ASSISTANT (20), with West-End Dispensing and Stock experience, requires re-engagement (no apprenticeship). W. Catt, 186 Vauxhall Bridge Road, Westminster, S.W.

ASSISTANT; 32; single; all best experience, London, country, Dispensing, Counter, Window-dressing, etc.; 35s. (outdoors). Nicholson, The Willows, St. James' Place, Cranleigh, Surrey.

ASSISTANT; unqualified; smart, tactful Salesman, good Dispenser, Window-dresser; excellent references. Apply, 251/14, Office of this Paper.

ASSISTANT; experienced; 25; unqualified; disengaged 28th; Extractor. 249/10, Office of this Paper.

ASSISTANT requires berth in good quick Cash Retail business; 9 years' experience; excellent references; abstainer. A. J. Smith, 51 Culloden Street, Poplar, E.

ASSISTANT; 23; good-class Dispensing; all-round experience (London); excellent references; disengaged shortly. "Scotsman," 15 Princes Road, Wimbledon, S.W.

BRANCH Manager, South Coast, with Dental and Optical experience; March. "Unreg." (249/19), Office of this Paper.

DAYTIME, temporary or permanent, engagement wanted; well recommended; disengaged; Senior or Dispenser; experienced first-class Dispensing; Insurance; quick and qualified; Counter; good Salesman. Gihson, 115 Scott-Ellis Gardens, St. John's Wood.

ISENGAGED; Manager or Locum; qualified; married. Burton, 19 Comerford Road, Brockley, S.E.

ISENGAGED; Manager, Assistant, Locum; qualified; 38; 5 ft. 10 in.; excellent references. 4 Citadel Terrace, Hoe, Plymouth.

DISPENSER (Panel), Counter, and Photography; good references. 470 Lea Bridge Road, Leyton.

DISPENSER to Doctor; unqualified; 32; excellent references; seaside preferred. Carroll, Stourport, Worcestershire.

DINBURGH.—Pharmaceutical Chemist studying Medicine requires Part-time situation in Edinburgh; West-End experience; highest references. Booth, 9 Cecil Street, Manchester.

ELDERLY qualified Manager-Assistant; N.H.I.; single; permanent; energetic; Prescriber; disengaged. 247/21, Office of this Paper.

EVENING work wanted; Dispensing or Surgery Attendant. E "A." 24 College Street, Chelsea.

JUNIOR, 20, 5 ft. 11 in., four years' experience, seeks post in good-class Dispensing business; please state salary, hours, etc.; Yorkshire preferred but not essential. S. Webster, Burn, Selby.

JUNIOR; 20; 5 ft. 6 in.; 5 years' good Dispensing and Counter experience; N.I.; disengaged; Liverpool preferred. Acland, 19 Sandown Road, Scarforth, Liverpool.

LADY Dispenser-Bookkeeper, experienced, Hall certificate, wants post in or near London; Institution, Chemist, Doctor; good testimonials. Byron, Lyndhurst, Dunton Green, Kent.

LADY Pharmacist, good experience, desires engagement; London preferred; excellent references; reliable. State particulars to 242/38, Office of this Paper.

LADY Junior Assistant (23), three years' experience, Stock-keeping, Packing, Counter, used to the preparation of Proprietaries, speaks French, understands German, seeks situation in London. "M. C." 23 St. Agnes Place, Kennington Park.

LOCUM, qualified; 48; first-class references; disengaged February 25. Dewey, c/o Hughes, Chemist, Stonehouse, Gloucestershire.

LOCUM or Part-time at once; 35; qualified; excellent references. 252/17, Office of this Paper.

MANAGER or responsible position; 37; Minor qualification; high-class experience; with or without view to succession; married; North of England not entertained. "Hydrastine" (247/24), Office of this Paper.

MANAGER; London; exceptional experience; tall; abstainer; N.H. Insurance work a speciality; good address. "Speed" (247/8), Office of this Paper.

MANAGER; Major; age 43; long and exceptional experience, town and country; excellent references; disengaged; out-doors preferred. "T.," 79A Fielding Road, Bedford Park, W.

MANAGER or Locum; 42; Dispenser, Prescriber, Extractor, general experience; Lancs or Yorks. 249/20, Office of this Paper.

MANAGER; married; just disengaged; 32 years' experience in Paris and London (City and West End); good testimonials. John Sandbrook, 5 Woodstock Road, Carshalton, Surrey.

MANAGER; London preferred; references sound; Scoteman McRae, 3 Grattan Road, W. Kensington.

MANAGER or Senior; qualified; 27; first-class experience and references; good appearance and address; West End preferred; outdoors. 253/13, Office of this Paper.

MANAGER-ASSISTANT for Agricultural and Country Retail; experienced Dispenser, Business Builder-up, Prescribing, Photographic, and catchy Window-dressing up to date; good references from three last places. 251/12, Office of this Paper.

MANCHESTER or District.—As Manager or Assistant, Locum anywhere; qualified. Walker, 25 Douglas Street, Higher Broughton, Manchester.

PART-TIME Dispenser; qualified; experienced; excellent references. Miss Kennedy, 3 Panmure Villas, Sydenham.

QUALIFIED, 25, Scotch, tall, wishes situation; good Dispensing experience; disengaged end of March. 245/3, Office of this Paper.

QUALIFIED; aged 58; healthy and active; good experience; 5 or 6 hours daily; outdoors; Retail or otherwise. 246/33, Office of this Paper.

QUALIFIED; 11 years' Retail experience, London and provincial; excellent references. 19 Sidney Road, Beckenham, Kent.

QUALIFIED Manager, 31, seeks re-engagement; excellent references; Agricultural, Photographic; capable, trustworthy, energetic; small country place, chance succession preferred. Andrews, Billingborough, near Folkingham, Lincolnshire.

QUALIFIED, Minor; elderly, tall, active; good personality; exceptional experience, including N.H.I. Dispensing; permanency desired; married; salary moderate. 248/4, Office of this Paper.

QUALIFIED Assistant, 10 years' experience, desires post in good-class business, Dispensing preferred; excellent references. Give details, class of business, salary, hours, duties, etc., to 248/5, Office of this Paper.

QUALIFIED (29), experienced man, desires Manager; disengaged. "Statim" (246 37), Paper.

QUALIFIED; Manager, Senior, or Locum, 1 experience; good references; knowledge of aged; disengaged Thursday; outdoors. Statim, 147 Road, W.

QUALIFIED; disengaged; first-class experience. "Statim," 53 Star Street, Paddington.

QUALIFIED; Manager, Senior; 34; married. "Petent," 35 Atholl Mansions, South Lambeth.

QUALIFIED; 35; tall; married; Counter, or otherwise; disengaged; London. S. Stewart, 16a Highgate Road, N.W.

QUALIFIED (28) desires Managership; excellent references. 251/15, Office of this Paper.

QUALIFIED Manager; permanency; live experience in all branches; London or South references; no Stores. "Alpha" (250/19), Office of this Paper.

QUALIFIED Manager; first-class all-round experience; and country; permanency; not less than 13 commission. 250/1, Office of this Paper.

QUALIFIED; 29; tall; abstainer; excellent references. Lancashire or Liverpool district; £3 a week. (249/37), Office of this Paper.

QUALIFIED; Manager or Senior; first-class engaged end of month; outdoors. 249 26, Office.

QUALIFIED Manager; 33; abstainer; Extractor. Davies, Tyewrdd, Llwynhendy, near Llanelli.

QUALIFIED; Managership (good permanent); married; furniture; first-class experience; excellent references. 247/23, Office of this Paper.

QUALIFIED (39) seeks engagement with Wholesale and firm to Travel part time; thoroughly experienced in Travelling and Wholesale "Heavy" trade, good references. Apply, 251/19, Office of this Paper.

RELIABLE Manager or Locum; 44; unregistered; experienced; could work up neglected branch. "Energy," 1 Alexandra Mansions, Wirtemberg Street, C. S.W.

RETIRED qualified Chemist (elderly) seeks berth as lecturer with view to succession or otherwise; large Victoria; Notte or Yorks preferred. Apply, "Radix" (248 28), Office of this Paper.

RUSSIAN Chemist, qualified, 26, speaking English. Desires Dispensership or berth in Wholesale h. Office of this Paper.

THOROUGHLY competent Assistant; West-End D. experience, N.H.I.; outdoors; take charge, 49 V dressing, Prescriber. "B.," 19 Lynton Road, Acton, W.

UNQUALIFIED Assistant; tall; 27; 8 years experience, including Hospital and N.H.I. Dispensing; excellent; shortly disengaged. 247/28, Office of this Paper.

UNQUALIFIED; Branch Manager or Assistant; n. preferred, Kent or Surrey; three situations 17 years experience. Dispenser, Accounts, Counter. "Statim" (248 28), Office of this Paper.

UNQUALIFIED Assistant; 27; tall; London; outdoors. Dispensing, Counter, Photography, Window-dressing; good experience; disengaged middle of March. "P. G." 3 Bur Lane, Tooting, S.W.

UNQUALIFIED; 19; tall; Dispensing and Photography. experience. N. Appleby, 47 Leopold Street, Leeds.

UNQUALIFIED Senior; married; 38; accurate Dispenser, Photography; good Salesman; all-round experience; permanent; any district; disengaged March 1. "Energy," 53 Crantock Newquay, Cornwall.

UNQUALIFIED Assistant; town or country; disengaged. good Dispenser, N.H.I. Extractor; Midlands, Yorks, 251/11, Office of this Paper.

IFIED; Assistant or Manager; 37; single; outdoors; all-round experience and references. Apply, 251/13, Office of this Paper.

IFIED; outdoors; experienced; middle-aged; dispenser; De Saulles, 36 Chudleigh Road, Lewisham, S.E.

IFIED; 21; good-class experience, Dispensing, Counter, Photography; excellent references. 249/40, Office of this Paper.

IFIED; 22; good experience; Counter and Dispensing. 5, Office of this Paper.

IFIED Assistant; part-time; 28; days, part days; London or near; good-class experience; Dispensing; 250/40, Office of this Paper.

WHOLESALE.

nts, trade circulars, samples, and printed matter can be forwarded.

ENCED Representative, first-class connection Midlands, orshire, Eastern Counties, calling on Chemists, Doctors, for engagement. Apply, 248/25, Office of this Paper.

LIS HITCHING, who represented Messrs. Lorimer & for many years, desires engagement with good-class. Please write, 28 Netheravon Road, Chiswick.

man, first-class London experience in General Manufacturing, Galenicals, Essences, Pills, Tablets, Sugar-coating Laboratory work, desires re-engagement. "F. C.", 36 Cromwell Street, Greenwich.

ACTURING Chemist, qualified, desires post as Labor Manager; many years in similar position in good es; experienced Analyst; high-class references. 249/39, this Paper.

LLER, experienced, commercial training, smart salesman, to Represent first-class house; Essences, Oils, etc.; sound Mineral-water makers, Confectioners, etc. Apply, Office of this Paper.

LLER representing old-established house, 12 years' sound Chemists and Drapers, Birmingham and Mid Cities, open for one additional Agency; undeniable reference guarantee. 245/22, Office of this Paper.

ESALE Assistant, experienced Office and Warehouse, progressive position in good Wholesale house; Travel-subject to. 253/10, Office of this Paper.

SITUATIONS WANTED.

(Colonial, Indian and Foreign.)

12 words or less; 6d. for every 10 words beyond, prepaid. erter may, if preferred, have replies addressed to this forwarded on payment of an additional charge of 6d. leading is reserved for assistants seeking situations in the colonies, India, and Dependencies or elsewhere abroad.

ALIFIED Assistant, 23, desires position abroad; 6 years' don and provincial experience; smart Dispenser and man; good all-round knowledge. 246/35, Office of this

EASES AND REMEDIES."—The fourth edition of this book for chemists, published by the C. & D., is a survey of the most modern methods of medicine, the nature of ailments and describing the methods treatment. The present edition has been carefully re y a general medical practitioner, and certain parts book have been entirely rewritten. It is published (by post 3s. 3d.), and can be obtained from the D. Offices in London or Melbourne, and from the le and sundries houses at the published price.

MISCELLANEOUS.

MCADAM & TUCKNISS, Sharedealers, Bank Chambers, Black Heath, S.E. Established 1898. Telephone 81 Lee Green. Shares for Sale, free of commission (subject).—200 Allenbury "B" 6 per cent. Preference, 23s. 6d.; 80 Claudius Ash New Ordinary, 31s. 6d.; 100 G. B. Kent Preference, 17s. 1d.; 300 Mazawattee Ordinary, 3s. 7d.; 200 St. Ivel 6 per cent. Preference, 16s. 10d. c.d.; 25 Ordinary, 6s. 7d. c.d. 5d. a share; 200 Veno's Drug, 25s. (c.d. when declared); 200 New Transvaal Chemical 6 per cent. Participating Preference, 19s. 1d.; 50 Benger's Ordinary, 38s. 10d.; 300 J. & C. Field Ordinary, 3s. 7d.

Wanted (subject).—100 Parke's Drug Preference, 12s. 3d.; 100 Palawai Preference and Debentures; Idris Debentures; 100 Lewis & Burrowe Ordinary, 3s. 4d.; 100 Veno's Drug, 23s. 4d. c.d.

List of Shares for Sale and Wanted sent free on application. Every effort made to effect business for Buyers and Sellers in all Stocks and Shares. Bankers, London County and Westminster.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 262 Old Street, E.C.

CHEMISTS' FITTINGS, Secondhand.—Enough to fit up a dozen shops, comprising Ranges of Shelving, Drawers, Lockers, Counters, Piano-fronted Wallcases, Dispensing screens, Counter-cases, Shop Rounds, etc., at give-away prices. D. Matthews & Son, The Chemists' Fitters, 14 and 16 Manchester Street, Liverpool.

CHEMISTS' FITTINGS Silent Salesman Showcases, Drugfittings, Dispensing-screens, Wall-cases, Perfume-cases, Desks, Glast-front Counters, Counter Drawers, Shop-soiled, Second-hand, at unbeaten prices; before you decide get my estimate, you can't do better; 30 years fitting Pharmacies. George Cook, the Chemists' working Shopfitter. New address: Catherine Street, City Road, E.C. (few doors from Old Street).

BEST cash price for all old Cameras, any make, also all old Photo goods, no matter how damaged; any kind you may have send them along; cash will be sent same day; no waiting; we buy all and return nothing. S. E. Hackett, 23 July Road, Liverpool, E.

£40.—Complete set of Pharmacy Fittings, secondhand, comprising 10-ft. Mahogany Drug Fixture, 8-ft. Mahogany and Plate-glass Serving Counter, Nest of Counter Drawers, Dispensing Screen and Counter, Mahogany Wall Showcase, Mahogany and Plate-glass Perfumery Showcase and Desk; all in excellent condition. PHILIP JOSEPHS & SONS, LTD., 93 Old Street, London, E.C.

GOLDEN Opportunity.—The complete set of handsome Mahogany Fittings for smart Pharmacy; good as new; to be cleared at half their original cost; space wanted. Particulars, H. Mills, the Chemists' Practical Shopfitter, Shop Front Builder, Façade and Tablet Works, 163-5 Old Street, London, E.C.

SODA-WATER Trolley, that makes heavy work light, and on which a boy of 8 can easily convey 3 dozen syphons; will go through any doorway; dozens in use in all parts of the country; carriage paid, 37s. Sole Makers, Arthur & Co., 9 K.P., Cambridge.

THE MOST POPULAR DANCE
of the Season for Chemists is the
JUNIOR PHARMACY BALL.

THE BEST BAND, BEST PROGRAMME, and BEST FLOOR will be found at the PORTMAN ROOMS on MARCH 11, 1914.

Tickets (7s. 6d. each, including supper and light refreshments during the evening) may be had from the Hon. Secretary, Mr. B. R. Wilkinson, 23 Cromwell Place, South Kensington, S.W., or from any of the Stewards.

IT IS NO MYSTERY

BUT A WELL-KNOWN FACT THAT
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FOR WE CAN HELP YOU.

We give you Style, Quality, and Effect, AT LOW COST.

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EXCHANGE COLUMN

One halfpenny per word with name and address. One penny per word if we register the address and attach a number.

No advertisement inserted for less than 6d.

FOR DISPOSAL.

DRUGS AND CHEMICALS.

2 doz. 2s. 6d. Amami bath crystals; 3 doz. 1s. 6d. Amami bath tablets; 4 doz. 1s. 6d. Amami dusting powder; 4 doz. 2s. 6d. Amami violet cream; 3 doz. 2s. 6d. Amami soap; also face powders. Richards, Chemist, Blandford.

DENTAL.

20 dental forceps, best make, from 2s. 6d. Edwards, 176 Upper Richmond Road, Putney.

OPTICAL AND PHOTOGRAPHIC.

SIX dozen microscopic slides, 2s. dozen, 10s. lot; approval. Smith, 190 Northfield Road, Sheffield.

MISCELLANEOUS.

GARDNER'S sifter and mixer, perfect condition; revolving pan for pill-making; goods as new. 249/28, Office of this Paper.

ANATOMICAL chart human body, coloured diagrams, showing principal organs and relative positions; 25s. Vaughan, 12 & 14 Leeds Bridge, Leeds.

OFFERS wanted.—Beck "British Student's" microscope, No. 55, in mahogany case, 2 eye-pieces, 2 objectives $\frac{1}{2}$ and $\frac{1}{3}$, double nosepiece; 8 pairs plated dental forceps, almost new; medicine tin, Evans' fig. 1; "Amami" goods, 1½ dozen cream, 1s. 3d.; ½ dozen brilliantine, 1s. 6d.; 2 dozen powder books, 4½d.; ½ dozen "Kio" facial soap, 2s. 6d. Richardson, Pharmacist, Annan.

WANTED.

SMALL tablet machine (hand power). Chemical Co., 92 Cheapside, Birmingham.

COMPREHENSIVE work on veterinary medicine, etc. Haynes, Honiton, Devon.

B.P. '98, suppository mould. Apply, Lawton, 63 Boundary Lane, Greenheys, Manchester.

B.P. and "Art of Dispensing" wanted. "J. R.", 18 Brook Street, Kennington Road, S.E.

NO. 4 Kodak, fitted with special lens (Zeiss or other good make). Booth, Chemist, Surbiton Hill, S.W.

ROTARY sieve, whisk, mill-refiner for pastes; mixing machines wanted. Full particulars and prices, 130/26, Office of this Paper.

3-PINT pill mortar; would exchange 26 to 28 oz. pill mortar and pay difference. Letters to 19 New Hall Lane, Preston, Lancs.

OPTICAL books; Minor, Major, Chemists' books; send prepaid for valuation; cash offers per return. Gower, Bookseller, 41 Voltaire Road, Clapham, London, S.W.

"JUST WHAT I'VE WANTED,"

writes a Ph.C., *re* my new idea. This increases the pulling power of your window threefold, saves time in dressing, and is one of the best ideas you can have to advertise your own Specialities. Ready—Corn Cure, Toilet Tooth Powder, Tonic, Holiday Goods, etc., etc.: post free 2/6 each, N.B.—Only, one Pharmacist in a town can be supplied. Copy of letter "How to Advertise," explaining my extended system, free.

BILLYARD ALLISON, Pharmacist & Business Specialist, RETFORD.

THE CHEMISTS' FRIENDLY SOCIETY

Is the Drug Trade Approved Society, and is the Society that all Apprentices and Assistants should be members of. Forms of application for admission on request. Copies of the Rules, price 6d., post free, and all information may be obtained from.

THE MANAGER, C.F.S. (C Dept.), 194 St. Vincent St., GLASGOW.

CHEMICAL MARKET REPORTS.

There is a very fair volume of business passing in heavy-chemical market, though the greater part is to prompt or near delivery. The general tone of the is good.

SULPHATE OF AMMONIA.—This market is steadier, and has been more doing, though it would seem that pu have been mainly for the purpose of covering sales. Present nearest figures: London, 25 per cent. 1 to 11. 17s. 6d.; Leith, 12l. 12s. 6d. to 12l. 15s.; L 12l. 12s. 6d.; and Hull, 12l. 10s. to 12l. 12s. 6d.

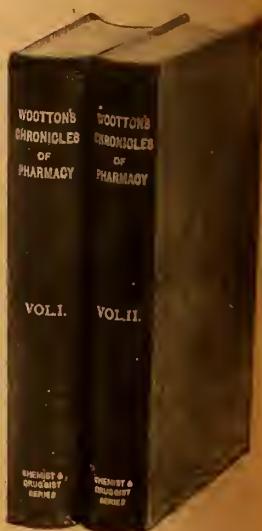
ALUMINA PRODUCTS are in good consumptive req keep firm at unaltered figures. Crystal alum 57. 17s. 6d. to 6l. 12s. 6d., and ground 6l. 12s. 6d. to 7 per ton, on rails Lancashire or Yorkshire or f.o Goole, or Liverpool. Sulphate of alumina, pure & practically free of iron, 57. to 57. 10s. per ton for strength in casks, with customary allowances for k and usual extras for higher concentrations. Alum 52s. 6d. to 60s. and aluminous cake 52s. 6d. to 6s. 1 according to quality, quantity, and destination. Hy alumina, purest quality and high strength Al₂O₃, 12 to 13. 10s. per ton free on rails in casks. Alu soda, purest quality and high strength Al₂O₃, 27. 30s. per cwt. Carbonate of alumina, 30s. to 32s. cwt. Dried pulp hydrate of alumina, 11s. 6d. about cent. Al₂O₃, 35s. to 36s., and ground, 37. 10s. to per ton.

Manchester, Febru

There was not a large attendance on the Chem change to-day, and the position is one of some un There is not much change, however, to note in chemicals, but the tone, notwithstanding the r lower prices for caustic soda, may be considered fair 58 per cent. ammonia alkali is quiet at 3l. per ton soda crystals, 42s. 6d. per ton; bleaching-powder, 5 per ton, softwood cask, on rails. Caustic potash cent., 20l. 15s. per ton; and carbonate of potash cent., 14l. 15s. per ton e.i.f. There is a weaker f acetates of lime, brown being quoted 6l. per ton. of copper, owing to the absence of demand on spot decline in the price of the raw metal, has had a tendency, and may be quoted at from 22l. 15s. to 23 ton, delivered Manchester. Nitrate of lead has bee and is around 29l. 10s. to 30s. per ton on rails. Man Wood naphthas are 2s. 5d. to 2s. 6d. per gal., a to quantity. Coal-tar products are in rather quiet du Pitch is steady at about 40s. per ton on rails. Man Benzols are quiet, crude unchanged. Solvent naphtha Sulphate of ammonia is about 12l. 7s. 6d. per ton c Manchester.

Wootton's "Chronicles."

WE have made an arrangement with Messrs. Macmillan & Co., Ltd., London, publishers of "The Chron of Pharmacy," by the late A. C. Wootton, which e be us to offer this book in two volumes, bound by ourselves to subscribers to THE CHEMIST AND DRUGGIST at 7s. 6d., carriage paid in the United Kingdom, or 8s. 6d. post free to any part abroad. The published price of the work is a guinea. The two volumes comprise 770 pages, and are well illustrated. They are precisely as issued by Messrs. Macmillan & Co., bound in maroon-coloured cloth. As the edition is limited, we strongly advise sub scribers to order copies promptly, as there will be no other opportunity of getting this most valuable work at the reduced price. Orders for the volumes should be addressed to the Book Department of THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C., and should be accompanied by cheques or postal orders for the number of volumes required.



Substance Dispensing Reports.

Special reference to the supply of medicines and appliances. See also Winter Session.

The Pharmaceutical Insurance Committee met at Gldhall on February 13, with Mr. J. G. Hawes in the chair. A letter was read from Mr. J. W. Sampson, membership as he is leaving Bath. Mr. H. Norris agreed to serve in his stead. The Secretary (Mr. H. Lett) reported that the full accounts for the first month's dispensing showed that 57,175 prescriptions had been sent in, and the bills amounted to £84d., an average of 7.6d. per form. The money to pay the account was £1,819. 3s. Chemists had 10 per cent. of their accounts, but it appeared that options have not been checked. The Bath Insurance Committee now propose to pay the bills in full, and to bear the deficit of £1. 5s. 4d. if the Pharmaceutical Committee waive their right to insist on the checking of bills. After considerable discussion this was agreed to, understanding that no precedent was created by so general other unimportant matters were dealt with.

—A meeting of the Bristol Chemists' Association was held on February 17. It was decided to write to the Committee asking for the payment of chemists' facilities for chemists' students and apprentices. It was raised by Mr. H. E. Matthews. It is hoped that will be opened in the afternoons to enable the apprentices to obtain instruction in the subjects of examination. A report on the conference in London on January 21 was presented by the Secretary (W. T. Pitchford, jun.), and Mr. Cosh reported the meeting of the Pharmaceutical Committee held on January 10. The latter stated that the Committee would receive any money from the Drug Fund for expenses. Also a short discussion on the Tariff. Mr. A. E. presided, and twenty-seven members attended.

Nottingham-on-Trent. — The Insurance Committee met on February 12, when it was stated that the Drug Tariff had been revised after chemists had withdrawn such modifications. The Insurance Commissioners refused to sanction, during which there had been a long correspondence. It was reported that Messrs. Wright & Son, chemists, had asked the Commissioners, asking when the balance of would be paid, alleging that no information could be obtained from the local Insurance office. The Clerk had given the amount of accounts rendered and amounts due, informing Messrs. Wright & Son that the balance to be paid when the amount of the Drug Fund is paid. For the quarter ended January 11, 1914, had been paid to chemists, this being the proportion due on the amount standing in the Drug Fund. The General Purposes Committee recommended that in future chemists be paid 95 per cent. of their accounts if sufficient money was in the Fund. It was stated that the "floating sixpence" would now be drawn upon. The Sub-Committee decided that the accounts of doctors and chemists be paid at the end of each quarter without waiting for a general such accounts to be submitted to the meeting on that date. They also recommended that the accounts for the last quarter be not checked by a special checker. The report was adopted.

London. — At the last meeting of the Insurance Committee the Pharmaceutical Committee applied for a sum for administration expenses. Subject to an independent officer being appointed to check prescriptions to satisfaction, the Pharmaceutical Committee offered to pay towards his salary. It was explained that the Panel had also asked for the appointment, and had been given one-third of the salary, not exceeding £25. Alderman More explained that the money would come out of the Drug Funds, but some members failed to see the for the grants, which, however, were conceded.

London. — At the meeting of the Insurance Committee on February 16, Mr. C. W. Ridyard, chemist and druggist, asked that, in view of the facts elucidated at a recent meeting (C. & D., February 7, p. 36), consideration be given to the question whether the continuance of the Aligned Friendly Society's Medical Association for the supply of medicines would not be prejudicial to the efficiency of the service. He had no desire, he said, to be a dispenser, but he held that the Council had made proper inquiries as to whether the Association were in a position to do the work. It was the duty of the Committee to safeguard the insured person, and in face of the reasons he thought they must conclude that the Association were not entitled to remain on the panel. In

reply to a question, the Chairman stated that 110 persons on the Committee's books were entitled to use the dispensary. Mr. E. F. Hind (Chairman of the Chesterfield Medical Association) asserted that there were individual cases in the county in which members of the pharmaceutical profession had shown carelessness. The matter was eventually referred to the Medical Benefit Sub-Committee. It also came before the Derby Borough Insurance Committee on Wednesday evening, February 18, when, after the Chairman had deprecated discussion upon it at this stage, the Medical Service Sub-Committee were asked to inquire and report as to "the provision of medical treatment" by the Association.

Dumbartonshire. — The Clydebank Pharmaceutical Committee met on February 13, Mr. T. Guthrie presiding. It was resolved to intimate to the Insurance Committee that they will not require the chemists' accounts for the first medical year to be submitted to them. It was also resolved to suggest to the Insurance Committee that 1d. per head is too large a sum to carry forward from the Drug Fund, and that a smaller amount would meet the circumstances of the case. Messrs. T. Guthrie, J. Grierson, and J. Weir were nominated to serve on the Pharmaceutical Service Sub-Committee, and Messrs. Guthrie and Weir to serve on the Joint Services Sub-Committee.

Flintshire. — The Insurance Committee on February 11 decided to notify doctors and chemists that secret proprietary preparations should not be prescribed or dispensed, but that preparations "the composition of which is made public without reserve, though the preparation might be made up in a particular form or called by a special name," ordered in Insurance prescriptions would be paid for by the Committee.

Huddersfield. — A meeting of the Huddersfield Chemists' Association was held on February 17 under the presidency of Mr. Spurr. A report was given by Mr. Walshaw on the Organisation Conference in London on January 21. Mr. R. C. Walshaw gave a résumé of correspondence which has passed between himself as Secretary of the Pharmaceutical Committee and the Clerk of the Pharmaceutical Committee on the question of "repeat" mixtures. The Committee had decided that the practice should cease, and had authorised the issuing of circulars to the members of the medical profession on the panel notifying the decision. It was announced that 95 per cent. of the Insurance accounts for the quarter ended January 11 would be in the hands of the members during next week. An interesting statement was submitted by Mr. Walshaw on the state of the membership of the Association.

Lancashire. — Each chemist upon the panel for the county has received a "copy" of his agreement stamped with the Lancaster Rose, which is the Committee's seal.

Liverpool. — Chemists in the Liverpool area have received cheques equal to 95 per cent. of the accounts for the fourth quarter, leaving only 5 per cent. of the total amount for the year still owing to the chemists. The members of the Pharmaceutical Insurance Committee are taking turns during several afternoons per week in going through the corrections of the prescriptions with the official checkers. This is proving no light task. The Drug and Suspense Fund will yield just sufficient to pay the chemists' bills in full for the first year. Prospects are not so bright for the second year. Mr. G. V. C. Last (Secretary of the local Pharmaceutical Committee) pointed out at the annual meeting of the Liverpool Chemists' Association that "as the average cost of each prescription tends to increase, rather than decrease, there may be the possibility of a deficit in the second Insurance year. At the April quarter chemists may not receive the usual 95 per cent. on account, as the average price of prescriptions rose from 7d. in the second quarter to 8d. in the third quarter."

London. — A joint meeting of representatives from the Panel, Pharmaceutical, and Insurance Committees for the County was held on February 13 to discuss a proposal for making new arrangements as to pricing and checking prescriptions. After a statement by Mr. W. J. U. Woolcock on the advantage of having this done once and for all by what he called an impartial checking staff, it was remitted to a committee of six (two representatives from each of the three Committees concerned) to deal with the matter, Messrs. Keall and Woolcock being the pharmacists on this Committee. [Mr. Woolcock is not a member of the London Pharmaceutical Committee. Presumably in this matter he acted in some executive capacity.]

Middlesex. — The County Pharmaceutical Committee met at 17 Bloomsbury Square on February 11, when the Secretary (Mr. A. E. Bailey, Highgate) reported that a joint meeting between six representatives from each of the Pharmaceutical, Panel, and Insurance Committees had been held at Caxton Hall, without any definite result being arrived at. After some discussion as regards arrangements for checking

prescriptions, Messrs. Skinner and Bailey were appointed to meet two representatives from each of the other two Committees, all matters pertaining to this question being left in their hands. Subject to the approval of this joint committee, it was decided to recommend the Insurancee Committee to issue a letter to all pharmacists on the panel concerning the supply of proprietary preparations and other articles, as regards which some doubt exists as to whether or not they should be supplied to insured persons.

Monmouthshire.—Mr. E. Price (of Abertillery) has withdrawn from the county panel of chemists.

Norfolk.—The Insurance Committee on February 14 were informed that during the medical year just ended 4,765*l.* had been paid for drugs and dispensing. It is expected that the doctors will get the whole of the floating sixpence.

Perthshire.—A joint meeting of the Panel and Pharmaceutical Committees of the county was held in Perth on February 14, when an agreement was arrived at as to rural areas, which was thus expressed:

1. That doctors in districts where there is no chemist should be allowed to undertake the supply of drugs and appliances to all insured persons on their lists, and should be paid therefor on a capitation basis.

2. That in districts where a doctor and chemist are both in practice the dispensing of all insured persons should be wholly undertaken by the chemist, with this exception, that for the remainder of the current medical year the doctors in Alyth, Coupar-Angus, and Doune should be allowed (if they so desire) to undertake the supply of drugs and appliances to all insured persons on their list resident more than a mile from the nearest chemist, and should be paid therefor on a capitation basis.

This means that dispensing for insured persons, irrespective of distance, will be done by panel chemists, except in the three towns mentioned.

Preston.—The Insurance Committee on February 11 adopted a recommendation to pay the chemists 50 per cent. of their accounts for the first quarter of the year on their receipt, the Chairman intimating that the balance would be paid as soon as the accounts had been checked. The latter also stated, in reply to Dr. Rigg, that, as far as could be seen this year, the whole of the money available to pay chemists would be required, but there was a chance that next year, with due care on their part, the doctors might secure a share of the floating sixpence. It was reported that chemists in pricing prescriptions showed great lack of care, and it was decided to notify them that in future undercharges would not be corrected. The Medical Benefit Sub-Committee reported having considered a resolution from the local Pharmaceutical Association asking for the new Tariff to be rescinded, and in lieu to accept the London Tariff, or, failing that, the Tariff adopted by the Committee last September. The Clerk had replied to the effect that as the request did not comply with the regulations, the matter could not be dealt with. Mr. W. Wilson said the Tariff could not be altered until it had been submitted again to both medical men and pharmacists. Dr. Rigg, referring to the cost of prescriptions last year, said they worked out at about 9*d.* each, and that fact threw a flood of light on the sixpenny doctors.

Salford.—Mr. E. H. Simmons has been appointed Secretary of the Pharmaceutical Committee.

Sheffield.—The new chemists' list contains the names of sixty pharmacists and bodies corporate (covering eighty-two shops) entitled to dispense, twelve drug-stores, and four persons or firms supplying appliances only. During the medical year completed the number of insured persons has risen from 153,000 to 163,000. Some 520,000 prescriptions were dispensed, payments on account for these amounting to nearly 15,000*l.* 25 per cent. being held in hand. The prospects of chemists being paid in full are becoming more rosy. The payments to chemists during the year were distributed as follows, the low amounts in July and August being due to misunderstanding that monthly payments had been inaugurated: First quarter, 2,614*l.* 16*s.*; second quarter, 2,785*l.*; July, 647*l.* 10*s.*; August, 542*l.* 18*s.* 6*d.*; September, 1,504*l.* 8*s.* 6*d.*; October, 1,400*l.*; November, 1,138*l.* 15*s.* 6*d.*; December, 1,252*l.* 18*s.* 6*d.* Thus 11,896*l.* 7*s.* has been paid on face value, the 25 per cent. held back amounts to 2,991*l.* 11*s.* 9*d.*, while another 120*l.* is estimated for emergency dispensing by doctors, making a total of 14,977*l.* 18*s.* 9*d.* The Insurance Committee have issued new instructions for the presentation of panel chemists' accounts, which include: (1) That accounts must be made up to the 12th of each month (which is the new month end), and presented not later than three days after this date; (2) that prescriptions must be grouped according to values; (3) all repeat prescriptions must be attached to the original, and further repeats should be so marked that they can be identified with the original; (4) prescriptions for original bottles of proprietaries, etc., to be kept separate.

Soke of Peterborough.—The money available Drug and Suspense Fund for the year a 1,183*l.* 14*s.* 6*d.*, out of which chemists had 530*l.* 2*s.* 10*d.*, and dispensing doctors 145*l.* 1*s.* 1*d.* remained 20*l.* due to doctors and 29*l.* 3*s.* 3*d.* for the first three quarters, and 205*l.* for the fourth, a balance of 253*l.* 18*s.* 5*d.* Apparently the doctors about 5*d.* out of the floating sixpence.

Southampton.—The Insurance Committee were on February 9 that the Insurance Commission to their inquiries concerning the supply of articles had stated that whether such articles could properly be supplied as part of Medical Benefit was for one for the Committee to determine for the consultation with the doctors and chemists (C. D. Lewis said there was likely to be a sharp division among the members of the Committee as to whether proprietary articles should be allowed, and the professional men would probably help them to the right course.

Stockton.—A meeting of the Stockton Pharmaceutical Association was held on February 10, Mr. T. Salmon in the chair. Mr. E. Gregory (Secretary) gave a report of the meeting of the Pharmaceutical Committee attended at Durham. He stated that the Committee numbered the stock formulae, and it is asked that such are dispensed pharmacists will make a point of the number on the label. It is hoped in this way the inconvenience which is often caused when "R" is ordered.

Warrington.—Chemists' accounts for the year to 2,108*l.* 1*s.* 7*d.*, of which 90 per cent. has pending the completion of the checking. The total available in the Drug Fund and Drug Suspense Fund is 2,188*l.* 2*s.* 7*d.*, leaving a balance of approximately 20*l.* to carry forward to the Practitioners' Fund. One claim amounted to 775*l.*; another 350*l.*; three between 200*l.* and 200*l.*; two between 100*l.* and 150*l.*; and two 80*l.* and 100*l.* The number of prescriptions dispensed in each quarter was as follows: First quarter, 19,813; second, 14,647; third quarter, 14,782; fourth quarter, 16,657, total, 65,720.

West Bromwich.—The sum of 1,793*l.* 3*s.* 10*d.* to chemists last year for drugs and appliances, a small part of the balance (248*l.* 4*s.* 9*d.*) has now been authorized.

Yorkshire (North Riding).—The first meeting of the Pharmaceutical Committee was held at the offices of the York Insurance Committee on Friday, February 6, Mr. J. W. Peacock (Clerk to the N.R. Yorkshire Insurance Committee) presiding. Mr. George Whitfield (Scarborough) was elected Chairman, Mr. C. C. Laverack (Waltham) Vice-Chairman, and Mr. W. Arthur Senior (Scarborough) Secretary. Messrs. E. M. Chapman, H. Fairburn, and G. Whield were nominated as members of the Pharmaceutical Service Sub-Committee. A motion to ask the Insurance Committee to secure the sanction of the Commissioners for the use of moneys available under the section for the administrative expenses of the Pharmaceutical Committee was approved.

Notes.

THE "PRICING-OUT CHART—NATIONAL HEALTH INSURANCE DISPENSING."—of the West Riding Insurance Committee. This chart, which has been compiled by the Committee's official checker, is decidedly novel and ingenious in its arrangement. The chart has twenty-seven columns. Column 4, giving the Tariff rate (in steps of $\frac{1}{2}d.$ up to 1*s.* per ounce or drachm), is the starting-point. The three columns in front refer to the corresponding list-prices of solid, liquids, and heavy liquids. Columns 4 to 10 inclusive have two to four sub-divisions, and with column 11 giving the drachm rate, allow price-graduations of $\frac{1}{2}d.$ of the ounce rate (i.e., for each 20 grains over $\frac{1}{2}$ oz.) or drachm rate (i.e., for each $2\frac{1}{2}$ grains between 15 and 110 grains). By use of figures in red the $\frac{1}{2}$ -drachm charges are all indicated. Columns 12 to 25 give prices for quantities under $\frac{1}{2}$ oz., from $\frac{1}{2}$ grain to 10 grains, and for 1*s.*, 1*l.*, 1*l.* 12*s.* drachms. Column 26 gives the Tariff rate for expensive drugs bought at corresponding avoidupois ounce rate in column 27. The chart is on the basis of farthings up, and other fractions to the nearest $\frac{1}{2}d.$. Instructions for use are given on the back, and the chart is one which will be of much use to panel chemists in England and Wales. The list-prices in the first three columns show somewhat large increases (i.e., solids $5\frac{1}{2}d.$ for each $\frac{1}{2}d.$), but interpolation is not difficult. The chart costs 1*s.* 2*d.* post free from Sanders & Clayton, publishers, Ings Road, Wakefield.

(See also p. 35 of this issue.)

Our American Letter.

(From an Occasional Correspondent.)

Exhibition.—I paid a visit to the Drug and Poison exhibition, which was held from January 20 to 26 in the Madison Square Garden, New York. From the attendance, the exhibition has been successful, and my night the police reserves were called out, as a part of the complaint of the crush, due, it is said, to the liberal distribution of free passes by the stallholders. This is the first exhibition of this kind that has any measure of success, but does not compare with the exhibitions that are held in London. The average chemist here is too much occupied in making a living to attend exhibitions.

Things included one rather clever method of dispensing, which would be of interest where prescriptions are not given back to patients. The bottles were numbered consecutively, and could be found. The Duson Chemical Co. were exhibiting salicyl-powders put up in dust-proof bags, and were put up singly, in cartons, or in half-dozens. The exhibit was of the preparations of the United Pharmacopoeia and the National Formulary, and the New York Pharmaceutical Association, and showed crude drugs. This exhibit occupied two-thirds of the exhibition. The only British exhibits were Dr. Evans' antiseptic pastilles; the Kolynos was a good exhibit, and their stall was mobbed for

Expense of Profit.—A good deal of interest is awakened with regard to percentage profits, and Englishmen should also wake up to this very important problem. A mistake is made of estimating profits on the cost of the article, and not on the cost of the article *plus* charges. A man says that he "did \$10,000 worth of business, and \$2,500 clear profit." Supposing his goods cost \$1,000, it would cost him at least 25 per cent. to do that at the end of the year, instead of having only \$1,500, and he cannot tell where the profit has gone to. It is the same with a man who makes a good estimate of profit, where he buys an article at a cost of \$1.50, and it costs him 25 cents to sell it; that makes it \$1.75, if he wants to make 10 per cent. on that, it is \$1.35 does not give him 10 per cent.; he has lost \$1.50.

Discounts.—People in business here are very "great" in the use of their cash discounts, and many men owe success in business to this very fact. When dealing with fires, it means a great deal of money. To a man who makes a million dollars' worth of goods in the year, a discount at a price that only barely covers his working-expenses, but who can afford to take the advantage of a discount (even 1½ per cent.), it means that he can put a year into his pocket, and he gets that the very large discounts on his bill of goods. I am convinced that there are hundreds of concerns who have never considered this important point, upon which success or failure depends. A man who is foolish enough to sell goods at cut prices does not realize that not only is he not making any profit, but he is actually losing it. The only way that he can make the money he has in cut-price business is to sell to customers along some other lines. It is either to get out of business, and I often think that if the chemist looked more at the commercial aspect of the business, we should hear fewer complaints in the business not paying. The enormous amount of old stock kept on the chemist's shelves in Great Britain for a year represents capital invested for which there is no return, and is a dead loss. No attempt seems to be made to dispose of it, but if you go into any of the modern drug-stores in New York City you continually meet with old stock, which is a valuable way of getting rid of old

Secret of Efficiency.—Everything here has to bear of profit, and that is probably one reason why we have very big drug-stores in comparatively small towns, and have such a very much larger proportion of drug-stores in this country who are prosperous than there are in Italy and Ireland. There never has been any real attempt made to teach men the business end of their trade. They go to a great deal of trouble, time, and to be expert pharmacists; they very often can't meet the needs of a customer better than his physician; it comes to making a living for themselves, they are really taught rudimentary bookkeeping? and in

a country where patent medicines are shorn of their profit-bearing aspects, surely the man who is doing business ought to consider seriously at what end he is going to come out. I can seriously recommend to my brother-pharmacists the advantages that they would derive by instituting card systems for their business—not only for stock, but for prescriptions and customers' accounts. There is no doubt there ought to be a profitable business for some house who would go into this question thoroughly, and prepare a scheme whereby it could "merchandise" a series of cards and place these before the chemists throughout the country.

NETHERLANDS NOTES.

The Dutch Homœopathic Pharmacopœia was published in Latin and Dutch in 1913 by the Federation of Homœopathic Physicians in Holland, and at the end of the year a supplement was published, containing alterations of the original text. The work is published by Mr. J. H. de Barpy, Amsterdam.

Health Insurance.—The Federation of Sickness Insurance Companies has issued a pamphlet regarding the part taken by physicians and pharmacists in the national scheme of health insurance. It is a contribution to the dispute which is going on between the Federation and the physicians, and is unfriendly in tone.

Sale of Poisons.—During the discussions on the Budget of the Home Department in the Second Chamber of Parliament, important pronouncements were made regarding the sale of poisons and the inspection of foods. The Minister, Mr. Cort van der Linden, announced in his speech that a new Bill, regulating the sale of poisons, is in preparation.

The Dutch Anti-opium Union.—On February 11 a meeting of this Union was held at The Hague, with the President (Baron Schimmelpenninck van der Oye van Hoevelaken) in the chair, to consider what steps should be taken to promote the objects of the Union. A special committee was appointed to draw up a set of regulations designed to stop the traffic in opium, and to bring these to the notice of the Government.

Medical Monopoly.—The Government has asked for the advice of the General Council for Public Health with regard to the petition of the three jurists, Mr. van Holte tot Echten, Mr. van Hamel, and Mr. van Houten, who desire to see the free exercise of the practice of medicine. On January 26 and 27 this subject was discussed in the Second Chamber, but without any definite result. The Minister of the Home Department stated that he is waiting for the advice of more competent people as to whether free practice of medicine ought to be considered as a danger or not.

Supplement to the Dutch Pharmacopœia.—In addition to the official supplements issued by the committee charged with the revision of the Pharmacopœia, another supplement exists, which, without being officially acknowledged, is generally used in Holland. It is published by the "Departement Rotterdam," one of the subdivisions of the "Nederlandsche Maatschappij ter Bevordering der Pharmacie." The "Departement Rotterdam" announces that a new edition of this supplement will appear shortly. The last edition corresponds to the third edition of the Pharmacopœia, and was issued in 1902.

Use of Trade-names.—On several occasions the question has arisen whether the trade-mark law applies to the names of medicaments, but recent cases in the courts may be considered to have settled the point. Last year a case was decided that the names protargol and helmitol cannot be applied to the products of any other firm than that owning the registered trade-marks referred to. In the same way the use of the trade-marks eucinimum and tannigenum has been definitely confined to the owners of the marks. A Dutch firm, condemned for having used the name "aspirinum" for its own acetyl-salicylic acid, appealed to the High Court of Justice for reversion of the judgment, the name "aspirinum" being given in the Dutch Pharmacopœia as an official name for acidum acetyl-salicylicum. In its decision of January 30, the Court, however, held that the right of property of a trade-name can only be lost in the manner indicated in the trade-mark law. The fact that the name has become the official name of a medicament does not abrogate the rights of the owner of the trade-mark. It is therefore of great interest to pharmacists that a list has been published in Holland containing the names or words used as trade-marks, so that there can be no difficulty in ascertaining whether a name is registered as a trade-mark or not.

Our German Letter.

(Special Correspondence to the "C. & D."

Frau Gertrud Gebhard-Krenz has been appointed Lady Court Dentist (the first of her kind) to the Prince of Lippe.

Apotheker Ferdinand Flury, M.D., of Würzburg University, has been appointed inspector of the pharmacy department of the Turkish Army and professor at the School of Medicine, Haidar-Pasha, near Constantinople.

Poor Pharmacists.—In the recent debate in the Reichstag on matters concerning public health, a member of the Centre party drew attention to the unfavourable financial position of German pharmacists, particularly in the small towns and in rural districts.

Deutsche Pharmazeutische Gesellschaft.—At the February meeting Dr. Anselmino read a paper on the new remedies of 1913. He stated that the number of new remedies which had appeared during that year was, although large (about 400), considerably below the 1912 number, which amounted to about 500. Over 1,600 new trade-marks were registered last year, which indicates more remedies to come, and there is no doubt that the number of pharmaceutical-chemical factories is increasing, and the belief that much money can be made in the manufacture of remedies still prevails.

Luxemburg Pharmacists are now compelled to follow a system of bookkeeping. Not only are they now obliged to keep account of their daily takings according to a prescribed model, but they must also note all expenses connected with the business, such as payments for stock, bottles, utensils, salaries, taxes, heating, lighting, insurances, and rent. The daily takings and expenses must be summed up monthly, and at the end of the year the pharmacist must draw up a balance-sheet, and these account-books must be produced to the inspector when the pharmacy is inspected by the Government delegate.

A Very Interesting Case establishing the responsibility of a doctor has ended with the infliction of a fine of 157. for "causing bodily injury through negligence." The doctor in question is a nerve specialist, who owns a sanatorium in which persons addicted to the morphine-habit are treated. In 1903 he treated a lady, who was discharged before a complete cure had been effected. As the doctor believed that she would not use the drug without proper cause, he wrote out a number of prescriptions for morphine to cover six years. In 1906 she married a doctor without informing him of her addiction to morphine, and in 1911 she died from the effects of morphine. The Court found that the doctor had acted carelessly in giving her these prescriptions without assuring himself of her state of health. An appeal to the Imperial Court in Leipsic was rejected, and the fine confirmed.

NEW BOOKS.

Any book published in the United Kingdom can be supplied to our subscribers at the price quoted. Orders, with remittance, should be sent to the Publisher, 42 Cannon Street, London, E.C.

Allen's Commercial Organic Analysis. Vol. VIII. 9 $\frac{1}{2}$ x 6. Pp. 696. 21s. net. (Churchill.) [The articles in this volume are "Enzymes" and "Protein of Plants," by E. F. Armstrong; "Proteins and Albuminous Principles" and "Proteins of Digestion," by S. B. Schryver; "Proteins of Milk," by L. L. Van Slyke; "Milk," by Henry Leffmann; "Milk Products," by Cecil Revis and E. R. Bolton; "Meat and Meat Products," by W. D. Richardson; "Hæmoglobin and its Allies," by J. A. Gardner and G. A. Buckmaster; "Albuminoids," by Jerome Alexander; "Fibroids and Artificial Silk," by W. P. Draper.]

Buchheister's Handbuch der Drogisten-Praxis. 9 $\frac{1}{2}$ x 6. Pp. 1304. Bound. 13.4m. 11th edit. By Georg Ottersbach. (Julius Springer, 23 and 24 Linkstrasse, Berlin, W.9.) [The tenth edition of this well-known German text-book for druggists was published in 1911, and now appears the eleventh edition, which is enlarged by about fifty pages, and the information has been revised in accordance with the advances in knowledge in the past three years. The introduction deals with the weights and measures and apparatus of pharmacy. Part I. is devoted to botany, the various articles of *materia medica* being classified under roots, barks, flowers, fruits, etc. Part II. deals with chemistry, and here again both organic and inorganic chemicals are considered in convenient groups. Part III. deals with photography; Part IV. with colours, paints, and varnishes; Part V. with fertilisers; and Part VI. the legal require-

ments of the drug-trade in the German Empire. The appendix contains information on analysis. There is a good index, and the book contains 465 illustrations, a comprehensive work, it being unnecessary for the druggist to have any other book on the subjects mentioned.

Leftwich, R. W. Pocket-book of Treatments. Pocket-book form. Pp. 348. 2nd edit. 6s. net. (E. & S. Livingstone, London.) [Part I. is called the "Armoury of Health" and consists of chatty paragraphs on methods of treatment, drugs, foods, beverages, climate, and poisons and amulets. The second section, which occupies the most part of the book, deals with the treatment of each disease, 577 different diseases being referred to. Under each disease the drugs, and nursing required are concisely set out, prescriptions being given for the drugs to be used. Part III. consists of a table of doses, an obstetrical table of temperature equivalents, and a comparison of the metric and the English systems of weights and measures. A very useful book for reference purposes, and it will enable the pharmacist to follow intelligently the prescriptions which he dispenses.]

*Maiden, J. H. A Critical Revision of the Genus *Eucalyptus*.* Vol. II., Part 9. 12 $\frac{1}{2}$ x 9 $\frac{1}{2}$. Pp. 20, with four plates. 2s. 6d. (W. S. Gullick, Sydney.) [This part contains five more eucalypts, including *E. nitens*, formerly known as a variety of *E. gomio-calyx*, but which Mr. Maiden raises to specific rank.]

COMING EVENTS.

This section of the "C. & D." is reserved for advance notices of meetings or other events. These should be sent to the Secretary by Wednesday of the week before the meetings, etc., or

Tuesday, February 24.

Oldham Pharmaceutical Association, Café Monico, 1, Whist-drive.

Pharmaceutical Society of Great Britain, 17 Bloomsbury Street, London, W.C., at 8 P.M. Mr. R. S. Wright, A.M.I.C., "The Applications of Electricity" (Lecture III).

Wednesday, February 25.

Cardiff Pharmaceutical Association, Angel Hotel, at 8 P.M. G. meeting.

Edinburgh Chemists', Assistants', and Apprentices' Association, 36 York Place, at 8.30 P.M. Meeting.

Manchester and Salford Chemists' Assistants' Association, 1, Café, Manchester, at 8.15 P.M. Whist-drive.

Public Pharmacists' and Dispensers' Association, St. Bride's Institute, Bride Lane, Ludgate Hill, London, E.C., at 8 P.M. Papers by members.

South-West London Pharmacists' Association, Stanley's Restaurant, Lavender Hill, London, S.W., at 7 P.M. Whist-drive. 7s. (2s. 6d. each) from Mr. E. A. Atkins, Hon. Secretary, 7, Hill, S.W.

Institute of Chemistry, King's College, Strand, London, Whist-drive. 8 P.M. Mr. Wm. Macnab, F.I.C., on "Explosives" (Lecture II).

Sheffield Pharmaceutical and Chemical Society, Literary and Philosophical Society's Rooms, at 8 P.M. Meeting for discussion of topical subjects.

Thursday, February 26.

Institute of Ophthalmic Opticians, Lecture Theatre, Royal Society of Arts, John Street, Adelphi, London, W.C., at 8 P.M. Prof. Silvanus P. Thompson, F.R.S., on "Dispersion." Mr. J. H. Harcombe Cuff, Secretary, 25 Friern Barnet Road, London, N., will be glad to forward tickets to any pharmacist who wishes to be present and is not a member of the Institute.

Hants County Pharmacists' Association, Angel Café, Market Place, Basingstoke, at 6.30 P.M. Meeting of pharmacists to consider the methods of improving the organisation of pharmacists in Hampshire. Mr. C. H. Baker, Hon. Secretary, Cosham, will be glad to receive suggestions and names of those who would like to become members.

London (North) Pharmacists' Association, Wortley Hall, 1, 8a Sisters Road, Finsbury Park (Station), N., at 7.30. Annual lecture by Mr. A. Graesiek, F.S.M.C., on "The Anatomy of the Eye."

Cheltenham and Gloucester Pharmacists' Association, Park Hotel, Cheltenham, at 9 P.M. Presidential address by Mr. F. T. Palmer.

Kesteven Pharmacists' Association, George Hotel, Grantham, at 3 P.M., annual meeting. At 6 P.M., annual dinner. 7s. (4s. each) from Mr. Bryan Fillingham, Hon. Secretary, 80 Market Place, Grantham.

Friday, February 27.

Royal Institution of Great Britain, Albemarle Street, Piccadilly, London, W., at 9 P.M. Professor W. A. Bone on "Surfacing and Combustion."

Saturday, February 28.

Royal Institution of Great Britain, Albemarle Street, Piccadilly, London, W., at 3 P.M. Professor Sir J. J. Thomson, "Recent Discoveries in Physical Science" (Lecture I).